AN HBJ PUBLICATION

SEPTEMBER 1984 / $2.00

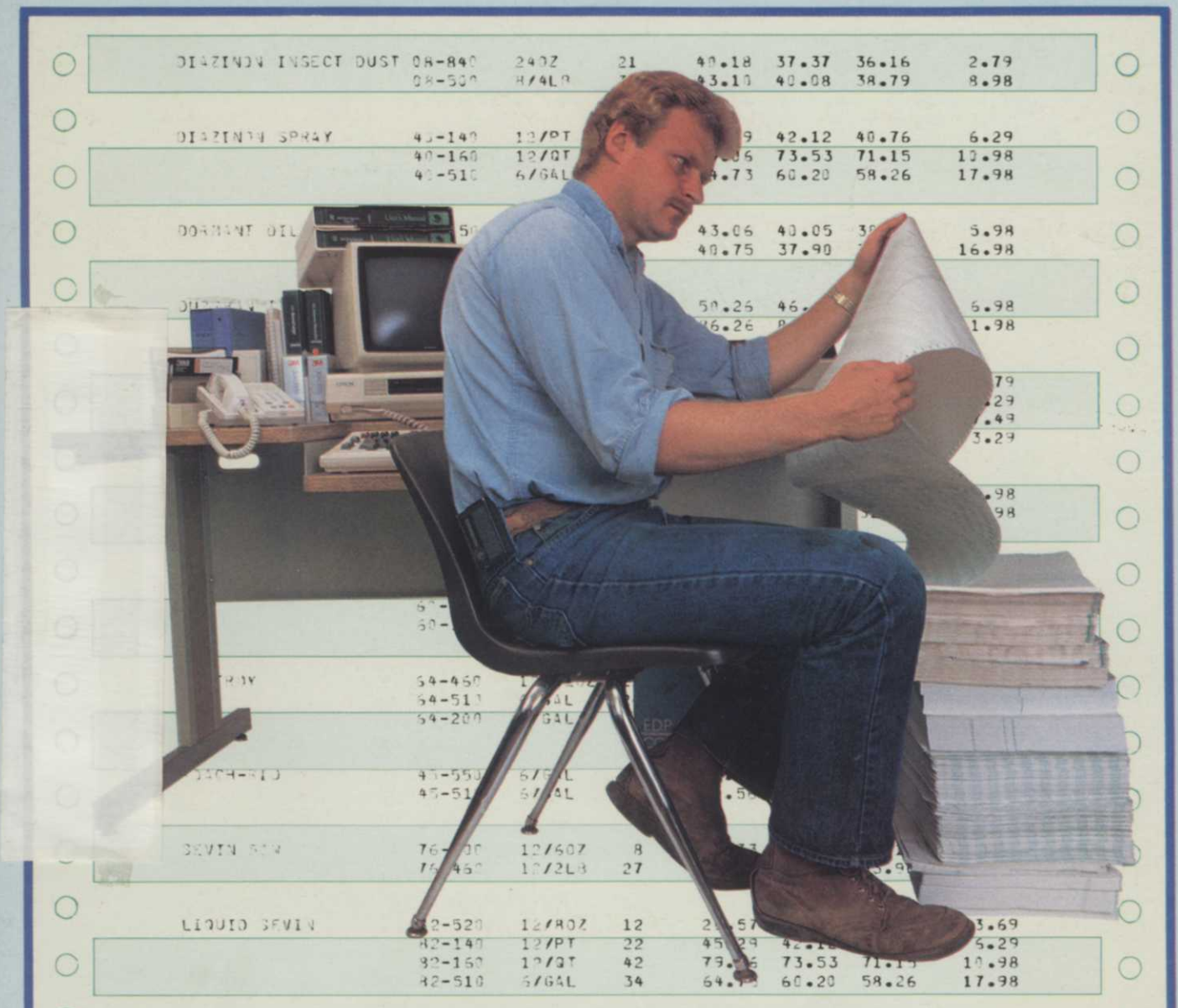
WEEDS TREES & TURF

The Magazine of Landscape and Golf Course Management Since 1962

Fewer, Stronger Links in Future Supply Chain

Competition Causes Distributors to Rethink Marketing

WT&T Profiles Jenkins, Benham, and B. Hayman



1985 BUYER'S GUIDE

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SEPTEMBER 1984 VOLUME 23, NUMBER 9

WEEDS TREES & TURF

The Magazine of Landscape and Golf Course Management Since 1962

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Selling the best products and giving individualized service is Don Benham's key to success. His company, Benham Chemical, is profitable proof hard work and determination pay off.

30 Jenkins Machinery Co.

Howard Jenkins and Ben Fuller have found that switching from large equipment to turf wasn't so hard after all. Jenkins now owns the oldest, continuously operating Ransomes dealership in the U.S.

33 Frontiersmen in Turf

The B. Hayman Co. can claim a true "rags to richs" legacy. Today, under chairman Ray McMicken, this West Coast Jacobsen distributorship is a pacesetter.

35 1985 Buyer's Guide

A quick and comprehensive reference to locate sources of new and existing products to purchase for the 1985 season. A ready reference for contacting manufacturers and distributors in your area.

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How to unload bushels of clippings single-handedly.

Introducing two new John Deere material collection systems-Hydraulic Dump and Tilt Dump.

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The new Tilt Dump system is designed for slightly smaller jobs. With one hand you unlock the latch. The hopper tilts by itself and its back swings open, dumping the load. Then pull the hopper back to its original latched position—all without leaving the tractor seat.

In both systems, a PTO-driven fan loads the hopper more quietly and efficiently than engine-driven competitive makes. And fan speed is variable from 2,800 to 5,200 rpm, matching the speed to operating conditions. Slower for dry, dusty conditions; faster for damp leaves or grass.

If you're ready to move up to a system that lets you do more and bigger jobs with a minimum of extra work, then a John Deere Hydraulic Dump or Tilt Dump system is for you.

For the name of the nearest dealer, or a free folder on the John Deere material collection systems, call 1-800-447-9126 toll free (1-800-322-6796 in Illinois) or write John Deere, Dept. 50, Moline, Illinois 61265.

Check out our new John Deere material collection systems. Because grass isn't the only thing that needs cutting.

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JOHN DEERE

Nothing Runs Like a Deere®

by **Bruce F. Shank**, executive editor

Sod prices finally rise

In the past ten years the cost of construction materials has doubled, that is the cost of everything except sod.

To counteract flat prices, sod growers invested in more efficient machinery to squeeze every penny out of every foot of sod. When prices still did not rise and recession devastated construction, they started phasing their acreage into more reliable crops.

That was last year. This year many sod growers are sold out, including their fall harvests. For once demand is allowing prices to rise 15 to 25 percent, sod growers told me during the American Sod Producers summer convention.

Good sod growers have junked older varieties and monostands for mixtures of two to five improved Kentucky bluegrasses, often two improved fine fescues, and one or two improved perennial ryegrasses. Many are now producing sod of improved tall fescues, in some cases mixed with ten percent Kentucky bluegrass.

Sod today is a better product, produced by better growers, and no longer just a price sensitive commodity.

Athletic fields for profit

Entrepreneurs have begun to dabble in athletic fields for hire. They build sports complexes, provide officials, maintain the fields, and make them available to public leagues and teams for a price.

Examples are Kings Island, north of Cincinnati, OH., which built the latest PAT football field for use by area high schools; the Olympia Spa and Resort in Oconomoc, WI, which now boasts a private polo facility; and Softball World of Cleveland, OH, which has two facilities with five lighted softball fields surrounding a lounge, children's play area, and restaurant.

The American Softball Association told *Weeds Trees & Turf's* Ron Hall there are more than 40 private multi-field softball complexes in the U.S.

Demand for athletic fields has reached a point where profit is possible. If the concept takes hold, private facilities may relieve the pressure on some public fields, or they may create higher standards for public field managers to meet.

Outdoor equipment gets own show

Outdoor equipment manufacturers and distributors are proudly claiming their own show after the first Lawn Garden and Power Equipment Expo, held in July in Louisville, KY.

No longer do they have to walk aisles and aisles of plumbing and toasters at the Hardware Show in McCormick Place in Chicago to find mowers, irrigation supplies, and accessories. Supporters of the Hardware Show were surprised to see the combined indoor and outdoor exhibits organized by the Outdoor Power Equipment Institute, The Engine Service Association, and the Outdoor Power Equipment Distributors Association.

Call it curiosity, call it luck, but it worked.

WT&T

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EQUIPMENT

Louisville equipment expo wins on first try

Aisles were filled with distributors, booths overflowed into an extra hall, and outside, despite 90 degree heat, engines cranked as equipment was demonstrated. A typical field day perhaps? No, this was the first International Lawn Garden & Power Equipment Expo, held in Louisville, July 23-25.

More than 200 equipment manufacturers gave the new show their best shot with impressive professional exhibits equal to shows in Chicago's McCormick Place. It is the Hardware Show, held in McCormick Place in August, these equipment manufacturers were abandoning in favor of a show just for retail and commercial lawn and garden equipment.

The Expo was a selling show, with privacy rooms included in many exhibits so orders could be negotiated and signed. The number of distributors in suits gave the impression large orders were changing hands.

Commercial equipment may have been forgotten in the educational sessions, but its presence was clearly felt on the exhibit floor and outside on the demonstration field. Although Toro and Jacobsen held their commercial equipment back in favor of their homeowner lines, Ransomes and Bunton came in with their complete professional lines. Deere and Co. took the opportunity to launch its new professional out front rotary. Many outdoor equipment companies had small booths to test the water.

Bunton's surprise *at the Outdoor Equipment Expo show was an imported fairway and parks mower.*

In some cases it was difficult to tell the difference between large homeowner products and smaller commercial ones. The commercial products gave the retail products in the same booth a beefy, well-built appearance.

Comments following the show indicated both manufacturers and distributors were impressed. Both are hoping for greater attention to commercial lines at the same show next year.

John Deere's commercial *out-front rotaries are now available. This F930 caught the eye of distributors during the Expo.*

TRAVEL NOTES

Moving, buyout activity on upswing

The effects of a healthier economy are being felt across the Green Industry this summer.

Lawyers in Ohio and New Jersey are busy this summer as LESCO, in the process of going public, has purchased a plant formerly owned by U.S. Steel in New Jersey. At the same time, The Andersons is completing negotiations for a Kaiser Agricultural Chemicals facility in New Jersey. Both Ohio companies are aggressively expanding their formulating capabilities to serve the commercial turf fertilizer and chemical market.

Milwaukee newspapers reported Briggs & Stratton has purchased a manufacturing facility outside of Milwaukee to avoid production tie-ups caused by strikes, such as the one last July through October. B&S is also making a strong push into the electric motor business. A recent Better Homes and Gardens survey indicated

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UPDATE

GCSAA opposes FIFRA

The Golf Course Superintendents Association of America, as part of a national coalition opposing passage of the Federal Insecticide, Fungicide and Rodenticide Reform Act (H.R. 3818), has authorized the National Club Association to speak in its behalf in opposing it.

The act contains provisions which would increase the liability of pesticide users in cases of contamination of land and water supply as well as other limitations. If enacted, the provisions would increase golf course and administrative costs and deter new golf course development, according to the coalition.

Specifically, some ramifications of the act would include:

- Only certified applicators would apply restricted use pesticides
- Private applicators would have to keep records of all sprayings
- Any individual could sue a FIFRA violator
- EPA would have to regulate application to protect local residents

An economical alternative

Would you like to play golf in half the time and on half the land it takes to play a normal game? If Jack Nicklaus' "short ball" idea comes into play, you'll be able to do just that.

Nicklaus feels so strongly about the idea, his new course in the Cayman Islands, scheduled to open this fall, was specifically designed for the new ball that travels only half the distance of regular balls. The Cayman course can be played as a 3,338-yard par 72 by short ball users.

Golf Digest reports the new one-piece balls are made of a plastic material that has a varying density through its cross section. It has a 10 compression and an initial velocity of about 200 feet per second, where a normal ball's velocity is 250.

The $1,000 price tag per experimental ball will have to drop considerably, though, before the average golfer could ever test the new idea.

"We know there will be a monstrous amount of skepticism about the idea," says Bob Cupp, Nicklaus' chief course designer. "But it's not a commercial endeavor. We're not trying to change golf—just provide an economical alternative."

Father of 18

The next time you find yourself scrambling for some golf trivia at a party, try this one.

How many courses other than the original in Scotland are named St. Andrews?

The answer is 18.

None, however, offer the same type layout, only an occasional hole that beckons back to the 1552 Scottish course, the birthplace of the game.

ten percent of retail mowers sold are electric. Briggs hopes to gain market share in the electric motor business.

Media in the Twin Cities have revealed Northrup King's plans to leave its historic headquarters and warehouse in Minneapolis. NK's research farm outside Minneapolis was sold last fall. Turf research will move to Mt. Joy, PA, and Tangent, OR. NK's packet seed business is looking for a more southerly location. The company's headquarters may remain in the Minneapolis area.

Speaking of seed, Leah Brillman, turf breeder for Jacklin Seed, Post Falls, ID, and her husband are expecting their first child in about five months.

SEED

Loft's Field Day features tall fescue

Even though demand is still outpacing production, Dr. Richard Hurley of Lofts Seed, Bound Brook, NJ, says there will be enough turf type tall fescue to meet demands this year.

That was some of the good news about 95 sod producers, lawn care professionals and researchers heard at the seventh annual Lofts Field Day, held in June at the company's research farm in Martinsville, NJ.

Dr. Rich Hurley *explains a type of turf disease to attendees at the Field Day.*

Hurley believes the turf type tall fescues is the "grass of the future."

"Rutgers is introducing new varieties with greater stand density, better color and good shade tolerance not to mention drought tolerance," said Hurley. "We are continually looking to improve brown patch, pythium, and leaf spot resistance as well."

Hurley also said the turf type tall fescues will come on strong in the transition zone and even overtake the use of Kentucky bluegrasses.

"By the end of the decade, we will have varieties that surpass Rebel and

continued on page 14

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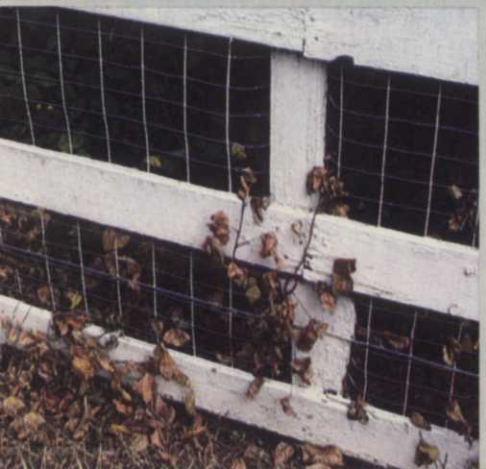

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LANDSCAPE UPDATE

Salary extremes between coasts

The latest salary survey of grounds managers by the Professional Grounds Management Society shows grounds managers on the West Coast to be the highest paid, and their counterparts on the East Coast to be the lowest paid, on the average.

The breakdown is as follows:

New England Region: (Mass., Vermont, Rhoide Island, New Hamp., Maine, NY, NJ, and Conn.); an average salary of $22,921.

Mid Atlantic Region: (Penn, Maryland, Wash, DC. Del., Virginia); an average salary of $25,819.

Southeast: (West Va., Ky., Tenn., NC, SC, GA, Alabama, Fla); an average salary of $24,101.

Mid-West Region: (North Dakota, South Dakota, Neb., Minn, Iowa, Wisc. Ill., Mich., Indiana and Ohio); an average salary of $24,249.

Southwest Region: (Kansas, Missouri, Okla., Arkansas, NM, Texas, Louisianna and Miss.); an average salary of $26,957.

Far West Region: (Alaska, Hawaii, Wash., Oregon, Idaho, Montana, Wyoming, Calif., Nevada, Utah, Colo., Arizona); an average salary of $27,643.

ASLA down to the wire

By its June 1 deadline, The American Society of Landscape Architects was only $61,000 shy of its $400,000 goal to purchase a building to be used as the national headquarters.

The Executive Committee and the Board of Trustees, however, voted to proceed with the purchase of the building and to keep up fundraising efforts, according to Society president Darwina Neal.

ALCA Grand Award to Brickman

A wooden bridge, man-made ponds and extensive greenery are all part of the landscape design developed by Theodore Brickman Co., Long Grove, IL, for a single family home in Barrington Hills, IL, that has won an Associated Landscape Contractors of America Grand Award for Excellence.

Brickman landscape architect Feryl Waldenmyer said the intent was to make the best use of existing begetation and to provide optimal views of the 10-acre lake on the property.

EPA cracks down on wood savers

Application of three wood preservatives is now restricted to certified applicators following a July ruling by EPA. Certified applicators of pentachlorophenol, creosote, and inorganic arsenicals must wear impermeable gloves in all cases, wear respirators and protective clothing in many cases, and not smoke, eat or drink while handling the materials.

LOFTS *from page 10*

Rebel II (set to be introduced in a few years)."

Dr. Richard Smiley of Cornell University presented information on fusarium blight. Drs. Reed Funk and Ralph Engel of Rutgers also attended.

Hurley said the number of invitees to the field day is kept to a minimum so that people can ask questions and get problems solved. Those attending represented $4 million in business to the company.

PESTICIDES

Maine paper companies battle spruce budworm

Maine paper companies, in an effort to protect their woodlands and also the state's largest industry, paid an estimated $5.5 million to spray 624,500 acres of forests with two chemicals, Zectran and Matacil, and with a natural caterpiller killer called Bacillus thuringiensis (Bt) in what has become an annual battle to control the spruce budworm.

Studies indicate the budworm could seriously affect Maine's papermaking capabilities by the turn of the century and the paper companies have responded with what is believed to be the nation's largest forest pesticide-spraying project.

Throughout May and June nearly 40 planes flew over infested areas, spraying chemicals and Bt. The Maine Pesticides Control Board said the spraying poses no danger and the chemicals will cause no lasting problems because dozens of support personnel were used to pinpoint the spraying thusavoiding populated areas.

EQUIPMENT

Exmark enlarging manufacturing plant

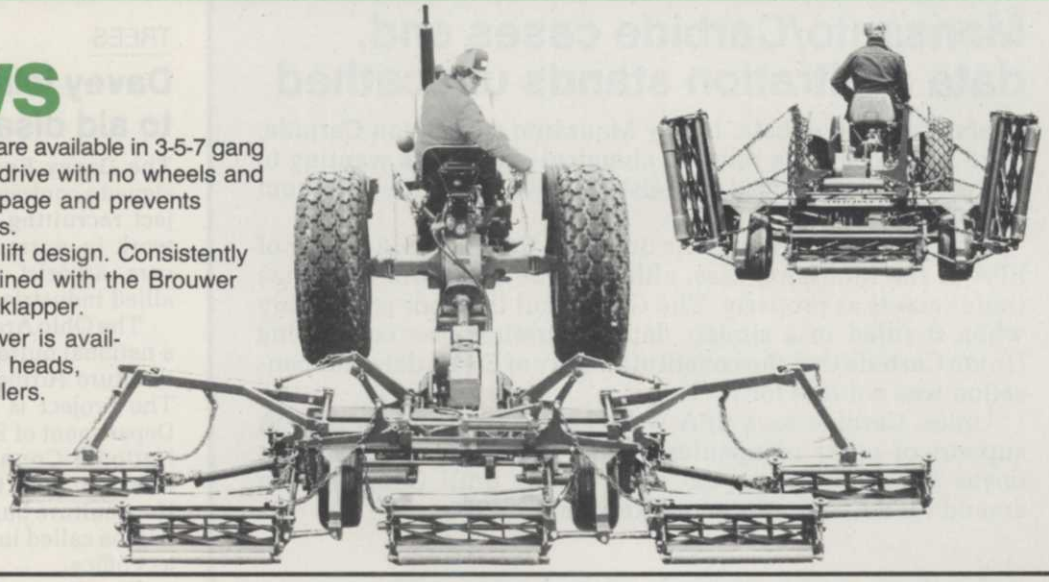
Expansion of Exmark Manufacturing Company's product lines as well as "a dramatic increase" in growth are the reasons for the 18,000-sq.-ft. addition under construction at the company's Beatrice, NB, plant. Exmark is a manufacturer and marketer of lawn and turf care products.

"We recently completed our new facility in Beatrice, and product demand by our distributor organization and their customers necessitates the immediate expansion of our facility," Robert Martin, the firm's president, says. "The acceptance of the

THE BROUWER TURF TEAM

Mows

Brouwer mowers are available in 3-5-7 gang models. Positive drive with no wheels and gears avoids slippage and prevents flattening of grass.
Simple hydraulic lift design. Consistently sharp cut maintained with the Brouwer reverse gear backlapper.
The Fairway mower is available with floating heads, front and rear rollers.



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Brouwer 230 double and 130 single rollers with special rounded edges eliminate turf damage.

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MODEL 230

MODEL 130

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GOVERNMENT

UPDATE

Monsanto/Carbide cases end, data arbitration stands unscathed

Years of heated debate, led by Monsanto and Union Carbide, have produced little relief to chemical companies wanting to protect secret data used to register a pesticide with EPA from competitors.

In August, we reported the Supreme Court ruled in favor of EPA in the Monsanto case, although the Court did recognize trade secrets as property. The Court shut the door completely when it ruled in a similar data arbitration case concerning Union Carbide that the constitutionality of EPA's data compensation was not ripe for review.

Union Carbide says EPA will again start using its data in support of other companies' registration applications. This opens the door for me-too registrations until Congress can amend FIFRA, something unlikely before 1985.

Chemigation regulations eminent

Federal and state pesticide regulatory officials are pressing for new rules to prevent groundwater contamination and accidental poisoning caused by chemigation, application of pesticides through irrigation systems. Posted warnings, restrictions by soil type and water table, and allowing only products specifically labelled for chemigation are the leading proposals for regulations. Expect restrictions by the end of 1985.

Other topics raised during a meeting of these officials in July, which could result in additional regulations, include using pesticides at less than label rates, standards to judge groundwater contamination, additional label warnings for fumigants, and possible elimination of the restricted use classification for pesticides.

Civil servants fight contracting out

Park Service employees are strongly influencing U.S. House Appropriations Interior subcommittee members to attach an amendment to the Park Service's 85 budget to prevent contracting out. The Park Service hoped to save $15 million over the next two years by contracting out maintenance and repair services. It contracts $90 million in work each year to private concerns. Other agencies seeking to save money by contracting out include EPA, Transportation, Health and Human Services, and Housing and Urban Development. Once contracting out issues are settled, government bid work should vastly increase.

Meanwhile, the American Association of Nurserymen are accusing the U.S. Forest Service for unfair competition for selling overstock from its tree nurseries to the customers of private nurserymen. AAN says private nurserymen can't compete with the subsidized prices of the Forest Service and that overstock would not occur if the government nurseries were well-managed.

Exmark product line and our entire line of Ranger walk-behind mowers resulted in the decision to expand our facility at this time."

TREES

Davey joins effort to aid disabled

The Davey Environmental Services signed a contract to operate a new project recruiting disabled workers for work in nursery, landscaping, lawn care, arborist, groundskeeping, and allied industries.

The Ohio Area Office will be part of a national outreach effort called Horticulture Hiring the Disabled (HHD). The project is sponsored by a U.S. Department of Education grant to the National Council for Therapy and Rehabilitation through Horticulture. Horticulture business leaders in Ohio will be called to support the new project office.

The Davey Environmental Services is a division of the Davey Tree Expert Company, Kent, OH. Davey will be working closely with service and vocational agencies serving disabled persons in Ohio to identify new opportunities for training and employment of physically and mentally disabled workers.

Tom Hazelwood, operations manager at Davey, says, "We are pleased to be involved in this new project. It will add an extra dimension to our services and provide additional opportunities for employment of disabled persons in Ohio."

Other HHD area offices are located in Upper Marlboro, MD, Lake Worth, FL, and Pleasant Hill, CA.

INDUSTRY

Allied sells liquid fertilizer business

Allied, an energy and chemicals concern based in Morristown, NJ, recently announced the sale of its liquid fertilizer business to members of the business's management and E.F. Hutton & Co. The sale includes plants at Geismar, LA, LaPlatte, NB, and Hopewell, VA. Other details of the transaction were not disclosed.

Late last year Allied revealed the liquid fertilizer market had been unprofitable in recent years and announced that it was selling its operation. Allied said its 1983 profit would be reduced by $140 million as a result of the sale.

The new liquid fertilizer business will be called Arcadian Corp.

LANDSCAPE MANAGEMENT

Changing, Even in Good Times

Competition causes manufacturers and distributors to rethink the Green Industry's marketing chain.

by **Bruce F. Shank**, executive editor

After a slow start this spring, Green Industry distributors and manufacturers have rebounded making 1984 a considerable improvement over the past three years.

The number of products and product lines available to distributors continues to expand. Competition between product lines and between distributors is increasing.

The landscape manager and golf course superintendent benefit from this healthy situation. However, distributors in some areas are concerned. Credit problems leftover from the recession, increased competition, and changing distribution patterns are shaking out a few distributors and may eventually cause long-term adjustments to product distribution.

Distribution patterns

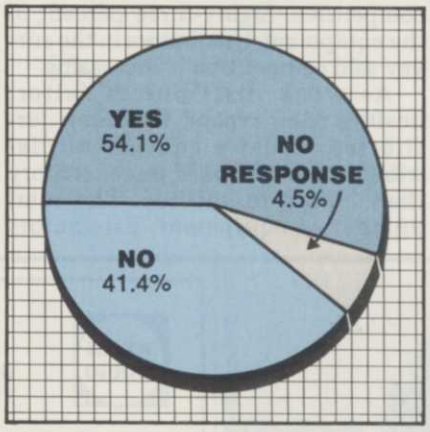
Manufacturers and distributors are taking a hard look at distribution chains. Forty-three percent of chemical and equipment distributors want more protection from other distributors in their territory. They also want to eliminate unnecessary layers (and commissions) in the distribution chain.

A variety of distribution arrangements exist. A chemical distributor often carries a number of competing brands and is not protected by a territory to the same degree as an equipment distributor. For this reason, manufacturers are less inclined to promote the distributor as well as the product.

Many equipment distributors (31 percent) carry chemicals to provide full service to their customers. Large regional distributors; such as LESCO, The Andersons, Lebanon, and United Agri-Products; are expanding their reach and are now competing with small regional chemical suppliers.

Vastly increased competition results. More than 90 percent of the distributors in the survey said excessive competition and price cutting are problems. Many small chemical suppliers complain they can't compete on bids with the large regionals due to lower volume. They say profit margins are slipping dangerously and formerly loyal customers are taking the lower price of the large regional over the service of the small local supplier. Seventy-five percent think increased competition will force out a number of small chemical suppliers.

As primary manufacturers expand their lines, are they pressuring you to replace equipment lines you carry with theirs?*



* Answers based on 133 equipment suppliers

Chemical manufacturers are enjoying the purchases by large regional suppliers, reformulators, and large buyers like ChemLawn. Chemical product managers can plan production based on a few large orders rather than speculating on the purchases of many small buyers.

In some cases, chemical manufacturers can make a safe profit by selling technical or bulk chemicals to large national reformulators such as O. M. Scott, PBI Gordon, and Mallinckrodt. A few manufacturers, like Stauffer, prefer to sell to reformulators than to sell to hundreds of distributors. In the future, large chemical companies may be inclined to leave selling the end user up to large reformulators.

Forty-two percent of the chemical distributors report increased demand by customers for bulk chemicals and custom blending. Distributors with reformulating ability have a definite advantage in these cases.

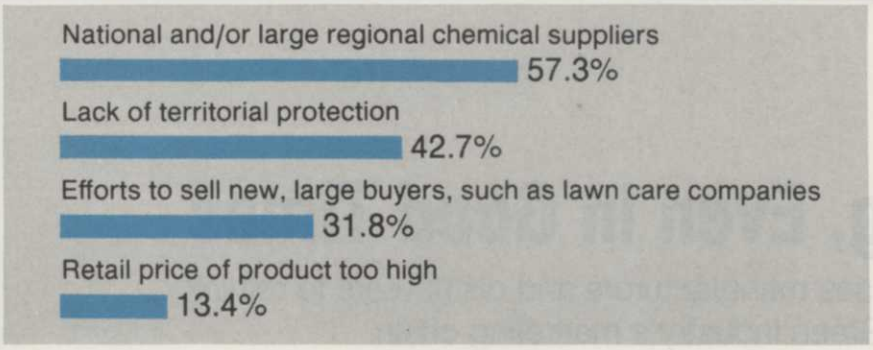
One possible scenario for future chemical distribution is the large reformulator supplying bulk products and the small local supplier supplying small quantities, much like the grocery store and the convenience store. Forty-eight percent of the suppliers said this is happening already. Forty percent indicated local distributors will stop trying to compete with larger suppliers and raise their prices to or near suggested retail.

Equipment distributors receive territorial protection because they need it. The investment in parts, inventory, service department, and labor is sizeable. For every three chemical distributors, there is one equipment distributor. For example, Jacobsen has roughly 50 U.S. professional turf distributors and SDS Biotech has about 150 turf chemical outlets.

Equipment distributors are loyal to one primary line, such as Toro, Jacobsen, and Ransomes; and usually carry a number of secondary lines, such as National, Cushman/Ryan, and Bunton that don't compete. Therefore, manufacturers of primary lines are willing to promote their products and the distributor.

Changes in equipment distribution are coming about for two main reasons. First, primary manufacturers have begun to make products which compete with secondary lines, such as walk-behind rotary mowers. For example, a Toro distributor who carried Bunton as a secondary line had competing products on his showroom floor this year. To make it a little more exciting, Bunton started importing a greens mower. Another example is Bobcat (Wisconsin Marine) which

What are the main reasons for price cutting?



was a common secondary line until Ransomes bought Bobcat.

The distributor is up tight because he is mainly dependent upon the primary manufacturer. The primary manufacturer is up tight because he is providing considerable support to a distributor who now carries a competitor's product.

Fifty-four percent of the distributors said primary manufacturers are pressuring them to replace secondary equipment lines with theirs.

Some distributors indicate the walk-behind rotary business is too competitive with John Deere and Exmark, as well as the primary manufacturers, entering the race. This may discourage primary manufacturers from expanding with products where short liners can undercut them.

The second major reason for changes in equipment distribution is the 20 to 25 percent distributors pay dealers. In certain areas, such as the Northwest and the Mid-Atlantic, distributors often have dealer networks. Distributors are seeking ways to save the dealer cut so they can be more competitive. Eighty-three percent of the equipment distributors in the survey said competition is increasing.

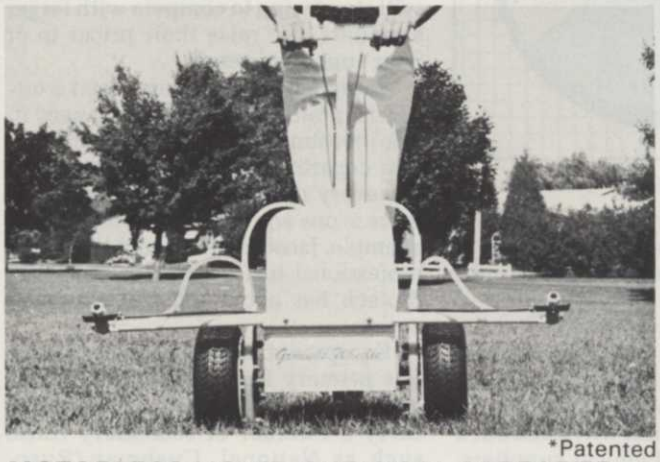
As weak distributors falter, healthy ones expand into their territories. Today's equipment distributor seems to need more territory than before to survive. The total number of equipment distributors may drop in the future as a result.

Instead of maintaining a complete inventory at many locations, the distributor of tomorrow may have a central warehouse and small sales and service outlets in branches. In this way, the distributor receives the advantages of volume buying without the overhead of separate full branches.

The service truck may replace the branch service department as well. Nearly 70 percent of the distributors responding now offer job-site service. A customer's mechanic can talk to the distributor's mechanic by phone to correct many problems and the service truck can arrive at the customer's location at the same time parts arrive.

Advanced factory parts delivery systems are enabling forty percent of the distributors to reduce their parts inventories. Computerization at the distributor and manufacturer level will increase the efficiency of parts departments.

Thirty percent of the distributors reported their service departments were a break even or losing proposition. It also takes them an average of five days to turn around a piece of



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equipment brought to their shops for service. Faster, more profitable options to service are being sought.

Distributors are not satisfied to act as service and parts suppliers to manufacturers when equipment is sold directly by the manufacturer to large buyers. Half the distributors said manufacturers they represent also sell direct to government or other large buyers within their territory. The assumption that the service business will make up for the loss in the sale is incorrect. A fifth of the distributors reported manufacturers also sell parts directly to equipment owners.

Advertising support

Overall, distributors of chemicals and equipment indicate a general satisfaction with support provided by manufacturers. Distributors receive a variety of sales incentives from manufacturers; including product brochures, advertising aids, show support, early order programs, and inventory financing packages. Manufacturers back up regional distributors with national advertising and marketing programs.

More than 80 percent of the 150 distributors responding said manufacturers share advertising costs. The most common assistance is direct mail and show pamphlets. Distributors use direct mail and show exhibits more than other marketing tools to support sales efforts. Half the distributors don't use these tools despite assistance from manufacturers.

One third of the distributors use newspaper and telephone directory advertising. One out of nine buys radio time and one out of 20 buys television time.

District sales managers of some manufacturers have promotional budgets and supply artwork and copy for advertising in regional newsletters and magazines. A marketing allowance, based upon sales by the distributor, is another way manufacturers help distributors pay advertising and show costs.

Nearly 90 percent of the distributors believe national advertising by manufactureres helps them sell in their area.

Manufacturers often help distributors finance inventories. The best deal seems to be a no-interest, no-payment floorplan program offered by a major equipment manufacturer. If the distributor commits to an inventory by August 1, he will not have to start paying interest on the equipment until the following August.

Early order programs are common for both chemical and equipment distributors. Reductions of ten percent or more are offered to distributors who order equipment in the fall instead of the next spring.

Delayed billing up to five months is offered by many chemical manufacturers. For example, a distributor may extend customer billing 60 days and the manufacturer will extend the distributor 90 days.

Seventy percent of the chemical distributors polled are concerned about their liability in case of misuse of pesticides by their customers. Half provide seminars to help prevent accidents by customers. They feel pesticide certification is an adequate test of safe pesticide use, but they (80 percent) believe all applicators of restricted use pesticides should be certified. **WT&T**

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LANDSCAPE MANAGEMENT

Selling Service

From humble beginnings, Michigan-based distributor Don Benham has built a $3 million company on the premise that service, not volume, is the key to staying on top of the heap in the highly competitive chemical market.

by Ron Hall, assistant editor

Don Benham stands *in the warehouse where he began his chemical business five years ago. He now uses three warehouses to supply his clients in Michigan and Ohio.*

One idea and just five short summers ago Don Benham found himself with a used metal desk and a pair of card table chairs—one for him, the other for his sole salesperson, Paula Dietz. He housed his office in a warehouse behind a neat but small office complex near the scenic community of Walled Lake, MI, just outside of Detroit.

He'd put up everything he and his wife owned to start Benham Chemical Co., a chemical distributorship. In fact, he, his desk (which had been given to him by a friend), and his entire company occupied only half the warehouse. The other half was used by another company.

His idea was bold; to sell products from every major chemical manufacturer.

What he had going for him was 18 years experience in the chemical business (he had headed L & E Chemicals of the Long Equipment Corp.) and faith he could build a business based on the idea of service.

But, he had to convince the large chemical manufacturers he could serve them too, even though he would also be handling products from their competitors.

Benham, a large man with sharp blue eyes and streaks of silver in his hair, is a good businessman. He's also persuasive.

Gaining support

Although several manufacturers balked at his idea to represent all the major companies, he eventually gained their support, both in the form of selling him their products and extending him the credit to do so. First he reached an agreement with Estech, then with Mallinckrodt, picking up the Diamond Shamrock (now SDS) line of products shortly thereafter.

Benham was in business.

This August, Benham Chemical Co. celebrated its fifth year in business, its sales and office staff has grown from two to seven people, and the young company is anticipating a dollar sales volume of $3 million during 1984.

Benham and his close-knit staff have built the company to the point that it receives annual recognition

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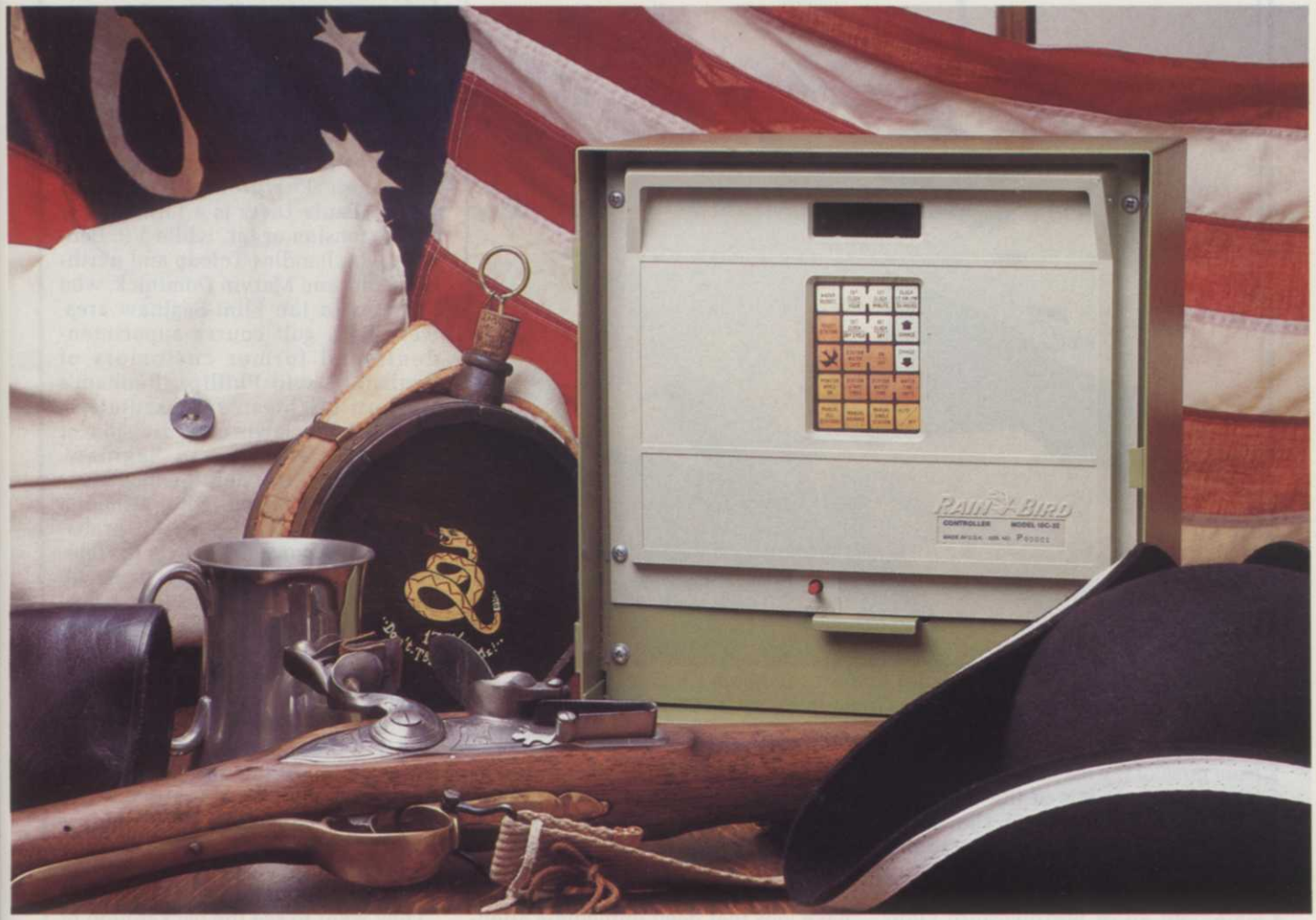

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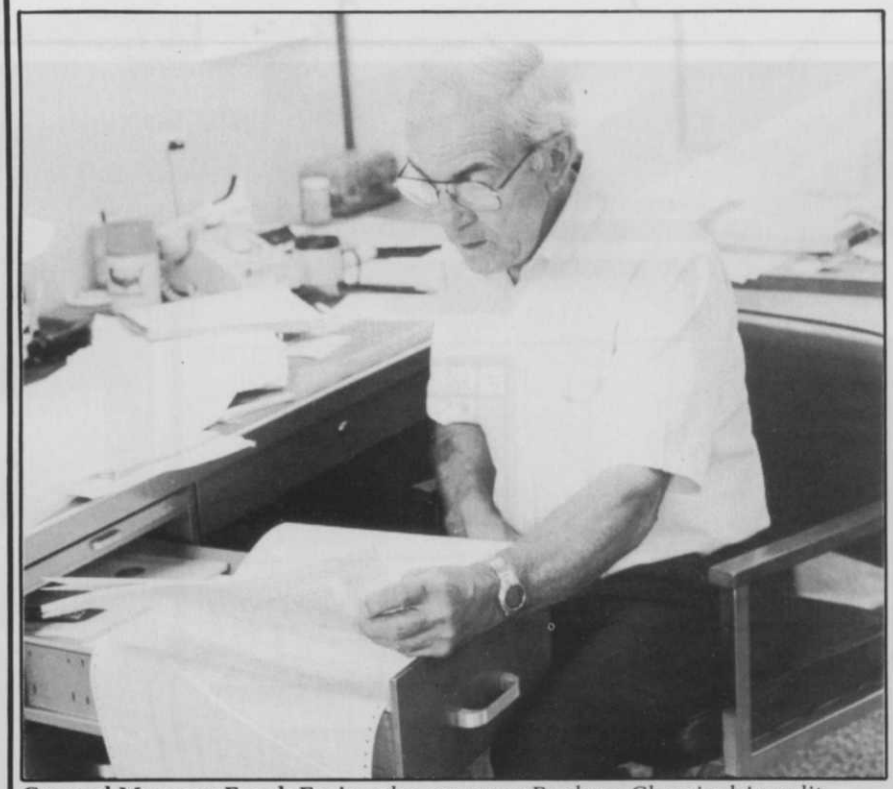

General Manager Frank Forier *also serves as Benham Chemicals' credit manager and has been active in the Green Industry for 25 years.*

from most of the major manufacturers it represents as one of the top, if not *the* top, distributors in the entire nation; all this in a service area that covers southern Michigan, extending well into the centrol portion of the state, and all of northwestern Ohio; and all of this in a remarkably short time.

Benham credits several factors for the success of his company, not the least of which was his initial decision to sell service as well as products.

The best, not cheapest

"Everybody is out trying to sell chemicals cheaper," Benham said. "Of course, we want to be competitive, but we want to sell the proper chemical for the proper job and for a proper profit. We are not always the cheapest place. We feel that service to the customer is more important than price and we feel most of our customers realize this.

"It takes time sometimes to convince people that they need service. Golf course superintendents recognize they need the service, but many lawn care customers take awhile to realize it. We didn't build this business because we could sell it cheaper."

In line with this philosophy, Benham keeps modest stores of chemicals at small warehouses at his home office in Walled Lake and also at Grand Rapids in Western Michigan as a convenience for customers who have jobs that need immediate attention. His main warehouse is in Dearborn where his company shares shipping facilities with Terminal Sales Corp. which serves retail outlets with many of the same products.

His sales people drive vehicles, either station wagons or vans, that can haul small emergency shipments. The sales staff keeps in contact with the home office with portable "beepers." This is probably more of a convenience to his smaller customers who might need small supplies of a particular product to meet an emergency but Benham said he provides them the same service as the bigger accounts. The reason—as he discovered firsthand—is obvious.

"Five years from now the one-man, one-truck customer might be a major company," he pointed out.

Experienced staff

Another factor in the successful Benham equation is the experience and quality of his sales staff which includes just about everybody on the payroll. Everybody sells, even the boss.

Frank Forier is the company's general manager. Prior to joining Benham's team he headed Terminal Sales Corp. and served as president of both the National Lawn and Garden Distributors Association and the Michigan Turfgrass Foundation (MTF). Paula Dietz is a former state turf extension agent, while Vic Bennett, who handles Toledo and northern Ohio, and Marvin Dominick, who operates in the Flint-Saginaw area, were both golf course superintendents and former customers of Benham. David Phillips, Benham's western Michigan representative, operated the lawn care division of McDonald Nursery in Saginaw. Rounding out the staff is Office Manager LuAnne Susick who, although not technically a sales person, probably takes as many orders over the telephone as anyone, Benham laughed. And the boss, Benham, is a board member of the MTF and, on this particular afternoon, was knee-deep in the planning of a regional Professional Lawn Care Association of America meeting.

All of the staff is active in various industry associations, something Benham insists is essential to the health of his business and the industry in general.

"The companies (manufacturers) are getting smarter," Benham said. "They want to see the background of the people selling their products."

What's ahead

Several major changes have occurred in the chemical business in the past five years and one of the most notable has been the rapid growth of the still relatively young lawn care industry. "Our biggest increases in sales came from the lawn care market," Benham said. "I didn't expect it to be that strong." Initially 95 percent of Benham's business was generated from golf courses, and although that continues to be a big part of his business (about 50 percent), the lawn care industry has literally taken off. What is remarkable, he feels, is that it occurred during the worst economic period in the Detroit/Toledo area area since the Depression.

"We grew during those periods when the industry went kaput," Benham said. The company met its first-year $550,000 sales goal and has made "significant increases" each

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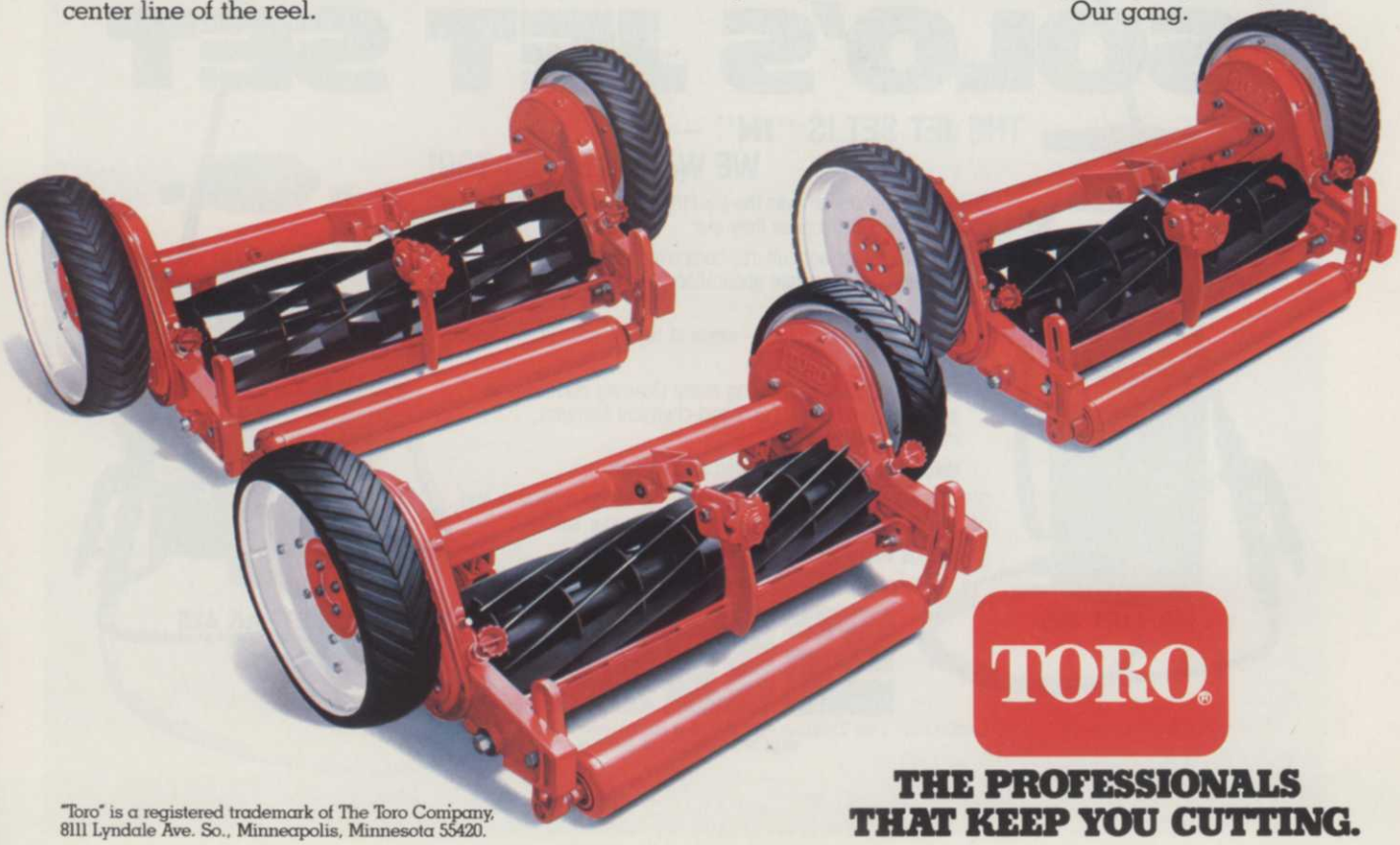

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year since. "We passed my five-year projection in the second year," he added. In more recent years he's been more accurate in predicting sales. "Last year we were within $14 thousand of what we predicted. We spend a lot of time working on our figures," Benham said.

There are no immediate plans for territorial expansion for Benham Chemical. "We've had to turn down business from other areas because we can't service them like we would like to," Benham explained.

But, he continues to seek controlled expansion within his business area. "We have a lot more expansion and a lot more things to do in our own area, but we're actually having to watch a little that we don't grow too much and grow out of our location."

The growing sales of bulk chemicals to lawn care businesses seems to fit Benham's service philsophy perfectly and he is openly enthusiastic about it. His company entered into a unique agreement with Bulkkem Inc., Normal, IL, last fall to be that company's exclusive representative in his area. "We stopped being competitors and started being the same company," Benham explained.

Although bulk chemical sales account for only about 10 percent of his company's business now, he predicts that by 1986 they will account for 40 percent. "It's changed this business entirely," Benham said. He predicted a growing market for bulk liquid fertilizer and revealed his company is contemplating putting up its own bulk fertilizer plant as well, perhaps as soon as next year.

"The manufacturers are getting smarter. They want to see the background of the people selling their products."

There are several reasons, economical and ecological, why Benham believes the bulk chemical and fertilizer markets will grow. Price is the most obvious, particularly to companies that would use the contents of a 220 or 550-gallon tank of chemicals in a season. Purchasing by bulk also eliminates the problem of storage and disposal of empty, potentially harmful drums and containers. Some of the company's customers now have permanent tanks for each individual chemical.

The Benham Chemical Co. has come a long way since occupying half of the warehouse behind his present office although he still uses the same metal desk that was given to him by a friend. And he still follows the same business philosophy based first and foremost on service.

Benham is entitled to flash a wide smile when he relates how new acquaintances not familiar with the Green Industry react when hearing about his business.

"The guy might look at me and say, 'Can you make a living doing that? What do you do in the winter?'." **WT&T**

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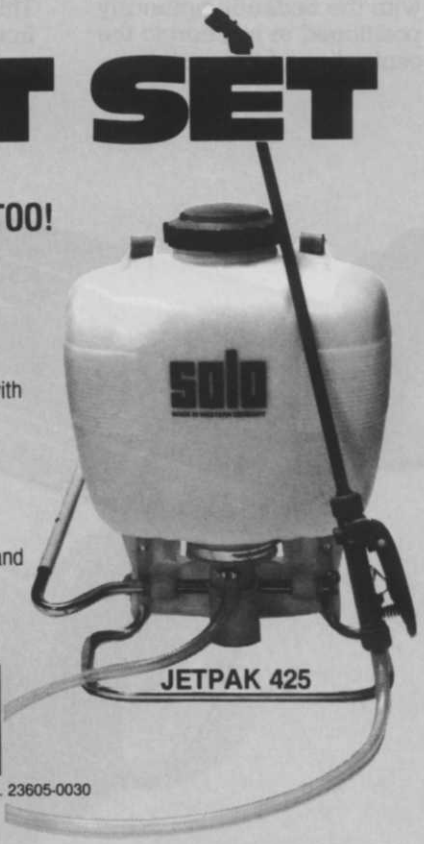

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LANDSCAPE MANAGEMENT

Jenkins Machinery Co.

One of two original Ransomes distributors, partners Howard Jenkins and Ben Fuller switched from big equipment to turf.

by Bruce F. Shank, executive editor

Ten years ago Howard Jenkins was enjoying a successful career with a Caterpillar Co. dealer as divisional vice president, general manager. He knew backwards and forwards construction equipment distribution, sales, and service. But, he had just a homeowner's knowledge of turf.

Within two years he owned a Massey Ferguson dealership east of Oakland, CA, and soon was one-half of Ransomes' distributor network in the U.S.

Today, Jenkins and his partner Ben Fuller own one of 33 Ransomes distributorships in the United States. Jenkins Machinery Company is putting finishing touches on an office addition to its Concord facilities, located strategically among San Francisco, Sacramento, Stockton, and San Jose. Jenkins also has a branch in Long Beach, CA, and sales rep in Oahu, HI.

As the oldest, continuously operating Ransomes distributor, Jenkins has witnessed the development of the Ransomes distributor organization as the British manufacturer of reel mowers and tractors fought to take its place next to Jacobsen and Toro.

Earthmovers to mowers

Maybe it was the simplicity of a small Massey Ferguson dealership in Concord, then a sleepy rural community 35 miles east of San Francisco, that attracted Jenkins away from his Caterpillar job.

"This was a little country agriculture store in 1976," Jenkins reflects, "in transition from small agricultural to industrial as Oakland's and San Francisco's population spread eastward. Construction was beginning to pick up. The two-lane rural highway in front of our store became a major highway."

Then came the turf connection. A company called Pengro in South San Francisco needed tractors for its new line of reel gang mowers from Great Britain. The mowers were made by Ransomes and it told its three North American distributors at the time; Pengro, Turfco in Florida, and Duke in Canada; its reels were best adapted to Massey Ferguson and Ford tractors. Jenkins sold the Massey Ferguson tractors to Pengro for its territory, the western half of the U.S.

Ransomes was no youngster to the mower business, having manufactured the first reel mower in 1832. But the company had confined its marketing to reel products and to British-connected countries, such as Australia, Scotland, South Africa and Canada, until the 1970's.

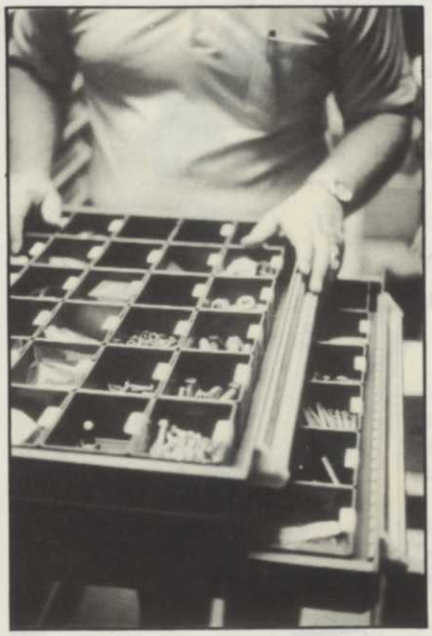
Jenkins observed the potential of the Ransomes line and purchased Pengro. He also took on a former associate at Caterpillar as partner, Ben Fuller, to help him manage the company as it expanded.

A support network was created to enable the company to service customers in states as far away as Texas. It is based upon a complete parts inventory, an 800 telephone number for service, travelling service seminars, and mechanic-to-mechanic phone support.

"If we have to fly a mechanic to a customer in another state we will," Jenkins states. "Of course, we do all we can over the phone to make sure the trip is necessary. But, we believe perceived problems are as important

Jenkins and Ransomes/Massey Ferguson combo *that put him in the turf business orginally and now represents his growth market.*

Partners Fuller and Jenkins *(left to right) both came from Caterpillar dealers.*



Stanley Vidmar parts chests *hold 400 pounds of small parts in each drawer, save space, and do away with the loose bins.*

as real problems when a customer has a critical piece of equipment down."

As sales grew, Jenkins and Ransomes saw the need for a line of rotary mowers. In 1978, Dane Scag, chairman of Wisconsin Marine, and Ransomes signed an agreement for Ransomes to market the Bobcat line outside the U.S. One year later, Ransomes signed a four-year agreement to purchase Wisconsin Marine and began to combine its reel line with the Bobcat rotary line in the U.S.

This created a problem for Toro and Jacobsen distributors who carried Bobcat, since the Ransomes' reel lines competed against them. Bobcat's distributor organization had to be rebuilt to include the Ransomes reel products.

It was also a mixed blessing to Jenkins who now had a line of rotary mowers but he stood to lose a large part of his territory to new distributors. Jenkins weathered the storm and now concentrates efforts on California, Nevada, and Hawaii even though he has strong ties with old customers in Oregon, Arizona, Texas and Washington.

Eye on California

"California is definetely a unique market," Jenkins claims. "There are 24 million people in California, 17 million in the Los Angeles area and four million in the San Francisco area. The state has 700 golf courses, thousands of landscape contractors, but comparatively little maintained turf. With an average of only 17- to 21-inches of concentrated rainfall per year, irrigation is essential for turf."

Nevertheless, turf is Jenkins' growth market. He plans to add more "short-lines" to expand his turf business. Also, Jenkins claims, "Ransomes is dedicated to be a full-line turf manufacturer."

The industrial line, tied closely to residential construction, is improving. In addition to Massey Ferguson, Jenkins carries Fiat-Allis, J.I. Case, and other complementary products.

California was a good location to begin a distribution base for Ransomes. California buyers offer very little resistance to foriegn products.

Serving the California market may also be unique. "You need a fresh paper approach to business out here," Fuller states. Fuller, who is also a councilman in Benicia, CA, concen-

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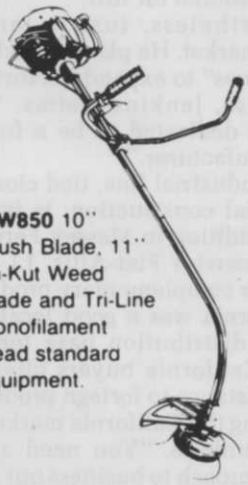

WW850 10" Brush Blade, 11" Tri-Kut Weed Blade and Tri-Line Monofilament Head standard equipment.

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WT160HT 8" Tri-Kut Weed Blade, Automatic "tap" feed Monofilament Head standard equipment.

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trates on government bid work and leasing. "When you go to a bid opening often there are six distributors there just to sell one mower. You have to know the rules of the game. Fill out the form wrong and you are disqualified.

"You have to work with the municipality or golf course," Fuller points out. "Roughly 20 percent of private golf clubs prefer to lease to conserve cash. Leasing brings cash flow more in line with depreciation and is very common in the big equipment business. It makes no difference to us if a customer leases or not, since we simply sell the equipment to a leasing company instead of to the customer."

"You have to be competitive in both price and service," Fuller continues. "You can't accuse a customer's mechanic of doing a bad job of maintenance, you have to educate him in a helpful way."

"Service is a service, not a money-making item for us," claims Jenkins. "We try to stock every part for every mower model we have sold, even frames. We make our own hoses and have tool and die shops make parts for discontinued models."

Small parts are stored in space-saving cabinets made by Stanley Vidmar, Allentown, PA. The parts inventory is kept on computer with weekly printouts. A new IBM 36 computer system will replace the present system when the new offices are completed.

One victim of the competitive California market is two-step distribution, where a distributor has a group of dealers under him. "Two-step distribution is a thing of the past in large grass machinery," says Jenkins. "You just can't give away 20 to 25 percent to a dealer," Fuller exclaims.

Proof is the people

One thing Jenkins is clearly proud of is the employees commitment to Jenkins Machinery . Four out of the original six employees are still with the company. Retired general sales manager Jim Dean, still comes in part time to handle promotional mailings and market surveys. Jenkins staff today numbers 27 and maintains an informal family-type atmosphere.

Jenkins still leans toward the reel mowers he took on six years ago. "With the population density here customers feel safer with reels." "Besides, rotaries have become a commodity item," Fuller points out.

"Turf is clearly our growth market today," Jenkins concludes. **WT&T**

LANDSCAPE MANAGEMENT

B. Hayman Co., Inc.

Frontiersmen in turf

by Bruce F. Shank, executive editor

McMicken at headquarters *in Santa Fe Springs, CA.*

Pioneers have been running the B. Hayman Company since 1876. More than once the company's management has left comfortable businesses for more promising ones.

A true rags-to-riches Americana story unfolds as current chairman Ray McMicken describes the background of this major West Coast Jacobsen distributorship.

Sailing to a new frontier

Fourteen-year-old Benjamin Hayman, a blacksmith apprentice in Plymouth, England, left the Old World for the New Frontier in 1862.

Stories about the California Gold Rush and the cities it created encouraged him to sign on as shipsmith on a windjammer sailing to San Francisco. After establishing himself as a smithy in San Francisco, he moved 400 miles south to the growing Los Angeles area and became a wagon maker. Wagons and buggies became the stock and trade of the B. Hayman Carriage Repository in Los Angeles, CA, in 1888.

McMicken's energy *is evidenced as he voices his opinions on mechanics training for more complex turf machinery.*

Part of the farm revolution

As the Los Angeles area began to develop into the nation's largest agricultural supplier (in dollar volume), Hayman began concentrating on agricultural implements. His son Will and partner Thomas Osborn continued to expand the farm equipment business after Benjamin's death in 1923.

After World War II, Signal Corps officer and instructor Ray McMicken found it difficult to find a radio engineer's job in Los Angeles. McMicken had married Eleanor Osborn six months before Pearl Harbor. Her father Thomas Osborn and partner Will Hayman recognized McMicken's drive. They invited him to work in the parts department until he could find a radio engineer's job.

McMicken quickly gave up thoughts of becoming a radio engineer and started learning the equipment distribution business, working his way into sales and then management.

Early recognition of turf

As a member of the Los Angeles agricultural committee in the early 50's, McMicken saw the value of land in Los Angeles County rise from $100/acre to more than $20,000/acre. He watched with interest the first golf courses springing up in the county and the swelling population which required more schools, parks and cemeteries. Although the agricultural potential of LA County had not peaked, McMicken told his in-laws it was time to change the business again.

"We have been in turf since its major inception in Southern California," McMicken boasts. B. Hayman was also quick to establish a branch in the Hawaiian Islands in 1960, as they started to boom.

The conversion was modest at first as B. Hayman took on the Worthington and Jacobsen mower lines. In 1968, B. Hayman left agriculture altogether, expanding with National, Olathe, Turfco, Sodmaster, Smithco, Par-Aide, Standard and Heckendorn. B. Hayman tied its future to turf.

"When we started selling turf equipment, a greens mower sold for $385 and a turf tractor for under $10,000," McMicken recalls. "Today a greens mower is more than $2,000 and turf tractors go for $25,000 to $50,000. But, the machines are much more complex. Unfortunately, very few in the industry have prepared them-

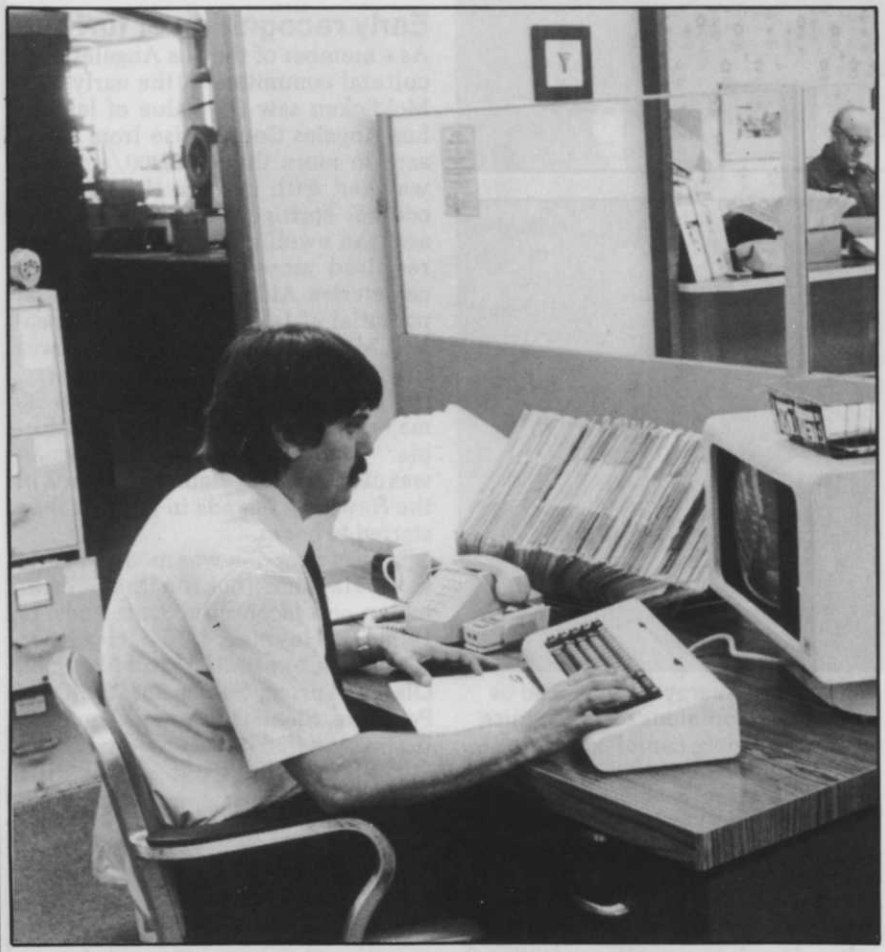
"I often ask greens committee chairmen if they would let their golf course mechanic work on their $35,000 Mercedes," McMicken jokes. "When they say 'Of course not", I explain the equipment the golf course mechanic maintains is often as expensive and as complex as their Mercedes." It's B. Hayman policy to always ask the superintendent if it's okay to talk to the greens chairman.

"Universities aren't set up to train our mechanics, neither are community colleges," says McMicken. B. Hayman is a major contributor and scholarship giver to Cal Poly, Pomona, and the Unversity of California. "We think a good answer is a series of late afternoon classes, three times a week for a month. We will put on four of these clinics for our customers mechanics this year."

The company was one of the first to place its parts inventory on computer. The computer keeps track and automatically reorders more than 16,000 items valued at $500,000. The system balances inventory with demand and speeds up shipping.The parts manager can check supplies while on the phone with a customer. Parts ordered by 2 p.m. will be delivered to the customer by noon the next day. Jacobsen recently instituted a factory computerized parts system linking distributors directly to its parts shipping and manufacturing operations.

"The greatest asset any equipment manufacturer has is a strong, dedicated distributor organization."
—McMicken

B. Hayman depends heavily on mobile service trucks and training mechanics to do their own repairs. "With an area as huge as Los Angeles, it's not sensible to bring in a piece of equipment to the distributor," McMicken advises.



Parts orders are processed instantly *by the customer service representative into the computer system which tracks more than $500,000 in parts.*

Listening to customers

Golf courses are B. Hayman's primary customers, followed by municipalities, schools, and landscape maintenance contractors. The maintenance contractors in his area would like a manufacturer to make a professional grade reel mower with 30- to 40-inch swath. "You have to realize it's almost impossible for a large national manufacturer to make products for a limited region," McMicken defends. "The big three started as manufacturers of golf course equipment, but they who are beginning to recognize other potential markets for equipment."

The golf course superintendents in his area would like to see a workable certification program to protect the reputation of skilled superintendents and to recognize the growing complexity and training needed to be a superintendent today. "USGA, PGA, and NGF should get behind GCSAA's certification program to make it a job requirement," McMicken urges.

The next frontier

McMicken admits it hasn't always been easy. "Every Jacobsen distributor has gone through at least one hellish period in the last 15 years. Let's just say we were relieved in 1978 when Textron purchased Jacobsen and allowed Jacobsen management to rethink distributor relations. Today, the greatest asset any equipment manufacturer has is a strong, dedicated distributor organization."

"To understand Jacobsen," McMicken explains, "you really have to understand Royal Little, the founder of Textron." His successes with Homelite, E-Z-Go, Bell Helicopters, and Jacobsen are based upon giving division managers authority to run their own show, compete against other division managers, and be well compensated by performance bonuses." *Fortune* magazine has published an in-depth profile of Little.

McMicken, after being president for 19 years, passed the title in June to Robert Henshaw, vice president and former Jacobsen manager. McMicken will serve as board chairman.

Henshaw sees the next frontier for B. Hayman to be landscape and people mover equipment. **WT&T**

WEEDS TREES & TURF

1985 BUYER'S GUIDE

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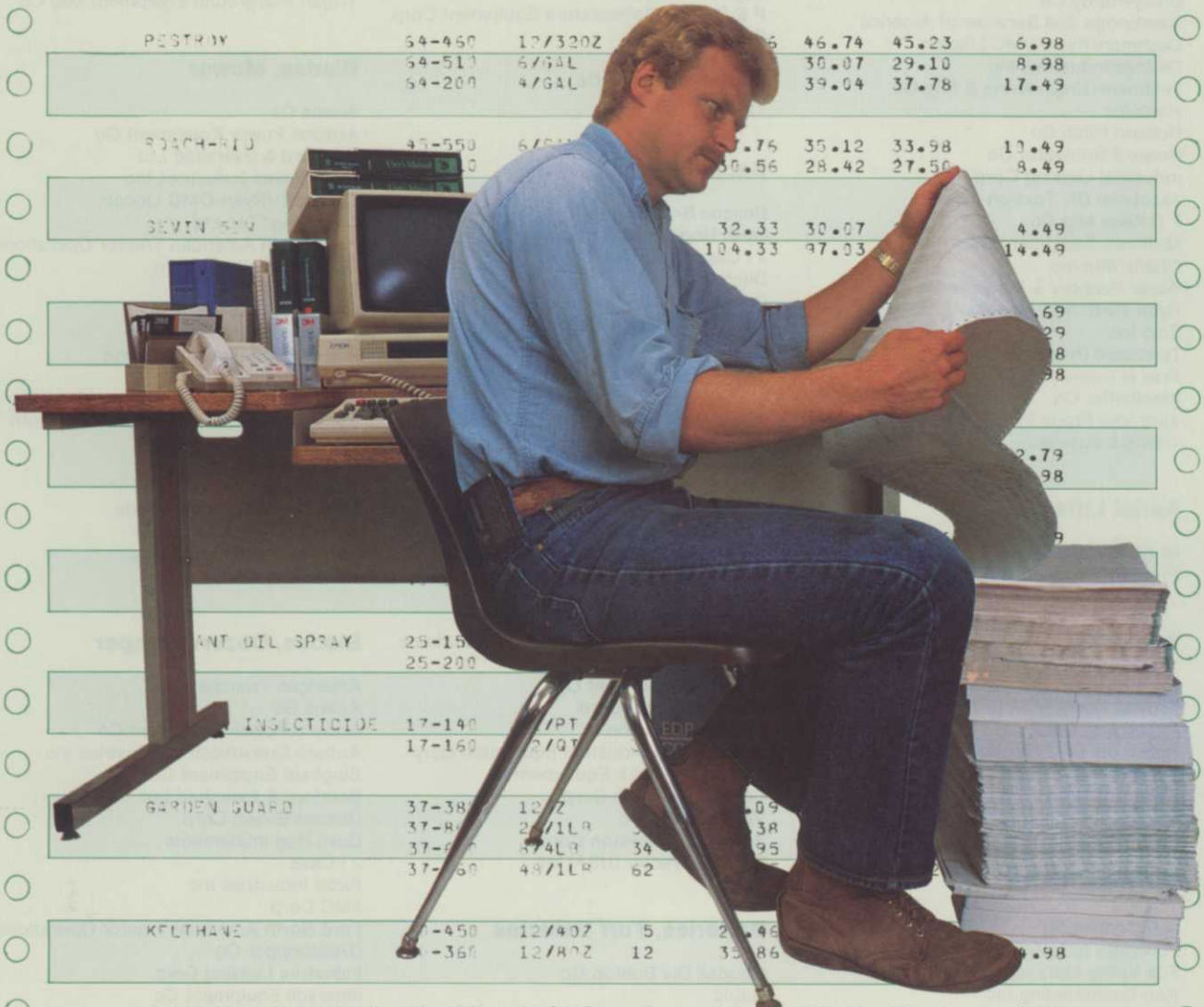

1. Equipment

Aerators, Aquatic

Barebo Inc/Otterbine
Clean-Flo Laboratories Inc
Kembro Inc

Aerators, Soil

Brinly-Hardy Co
Cambridge Soil Services of America
Cushman/Ryan-OMC Lincoln
Dedoes Industries Inc
Feldmann Engineering & Mfg Co
Hahn Inc
Holland Hitch Co
Howard Rotovator Co
Industrial Leasing Corp
Jacobsen Div Textron Inc
F D Kees Mfg Co
Mathews Equipment Co
Olathe Mfg Inc
Royer Foundry & Machine Co
Ryan Turf/OMC Lincoln
Solo Inc
Terracare Products Co
Trac N Combo
Westheffer Co
Yard Vac Prods Inc
Young Industries

Aerial Lifts

Hi-Ranger Inc
Promark Products Inc

Agitators

Agrotec Inc
Broyhill Co
Friend Mfg Corp
Hypro Div Lear Siegler Inc
Kembro Inc
Kuker Industries Inc
Master Sprayers Inc

Anchors, Earth

A B Chance Co
Foresight Industries Inc
Fox Valley Marking Systems Inc
Karl Kuemmerling Inc
Trees Inc

Aquatic Weed Eating Fish

Sea-Ranch

Aquatic Weed Harvesters

Aquamarine Corp
Hockney Underwater Weed Cutters
Kembro Inc
Mud Cat Div National Car Rental System Inc

Augers

Bingham Equipment Co
Roscoe Brown Corp
Bush Hog Implements
Feldmann Engineering & Mfg Co
Ground Hog Inc
Highway Equipment Co
Hoffco Inc
International Reforestation Suppliers Inc
Karl Kuemmerling Inc
McMillen Div
Melroe Div Clark Equipment
Milwaukee Electric Tool Corp
Pitman Div
Safety Test & Equipment Co
Seymour Mfg Co
P E Skaling Soilmoisture Equipment Corp
Solo Inc
Stihl Inc
Union Fork & Hoe Co
Vermeer Mfg Co

Backfillers

Roscoe Brown Corp
Bush Hog Implements
J I Case Drott Div
Ditch Witch
Guest Industries Inc
Industrial Leasing Corp

Back Hoes

American Trencher
Ariens Co
Bingham Equipment Co
Roscoe Brown Corp
J I Case
J I Case Drott Div
Caterpillar Tractor Co
Deere & Co
Ditch Witch
Dynamic Industries Inc
Ford North American Tractor Operations
Industrial Leasing Corp
Ingersoll Equipment Co
Kubota Tractor Corp
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Yanmar Tractor (USA) Inc

Batteries, Turf Vehicles

Goodall Div Bunton Co
Gould
Professional Turf Specialties

Battery Chargers

Deere & Co
Ford North American Tractor Operations
Milwaukee Electric Tool Corp
Professional Turf Specialties

Beach Cleaners

Atwater Strong Div
Glenmac Inc
York Modern Corp

Benches

Algoma Net Co
American Playground Device Co
Architectural Precast Inc
Clean City Squares Inc
Columbia Cascade Timber Co
Grand Rock Co
Kay Park Rec Corp
Landscape Structures Inc
Miracle Recreation Equipment Co
Playworld Systems
Rotocast Plastic Products Inc
Trojan Playground Equipment Mfg Co

Blades, Mower

Ariens Co
Arizona Power Equipment Co
Bomford & Evershed Ltd
Buck Haven Industries Inc
Cushman/Ryan-OMC Lincoln
Deppe Ag*Tec Ltd
Ford North American Tractor Operations
Goodall Div Bunton Co
Lesco Inc
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Rhino Products Inc
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Sensation Power Equipment Div Gilson Bros Co
Terrain King Corp
Tiger Corp
Toro Co Commercial Prods
Woods Div Hesston Corp
Yanmar Tractor (USA) Inc
Yazoo Mfg Co

Blades, Dozer/Scraper

American Trencher
Ariens Co
Arizona Power Equipment Co
Auburn Consolidated Industries Inc
Bingham Equipment Co
Bomford & Evershed Ltd
Roscoe Brown Corp
Bush Hog Implements
J I Case
Excel Industries Inc
FMC Corp
Ford North American Tractor Operations
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Playworld Systems

Blowers

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Billy Goat Industries Inc
Echo Inc
Giant Vac Mfg Inc
Goodall Div Bunton Co
HMC/Green Machine
Homelite Div Textron Inc
Jacobsen Div Textron Inc
Lambert Corp
MTD Products Inc
Olathe Mfg Inc
Parker Sweeper Co
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Ransomes Inc
Sensation Corp
Solo Inc
Stihl Inc
Toro Co Commercial Prods
Turf Vac Corp
Vandermolen Corp
Vrisimo Mfg Inc
Westheffer Co
Yard Vac Prods Inc

Bridges

Arizona Power Equipment Co
Continental Custom Bridge Co
Miracle Recreation Equipment Co

Brush Cutters, Hand Held

Allegheny International Hardware Group
American Standard Co
Bartlett Mfg Co
Beaird-Poulan/Weed Eater Div
Citrus Systems Inc
Deppe Ag*Tec Ltd
Echo Inc
HMC/Green Machine
Hoffco Inc
Homelite Div Textron Inc
Karl Kuemmerling Inc
Lesco Inc
H K Porter Inc
Poulan/Weed Eater
Seymour Mfg Co
Seymour Smith & Son Inc
Shindaiwa Inc
Solo Inc
Stihl Inc
Toro Co Commercial Prods
Vandermolen Corp
Yazoo Mfg Co

Brush Cutters, Right-of-Way

Alamo Group
Arizona Power Equipment Co
Beaird-Poulan/Weed Eater Div
Roscoe Brown Corp
Bush Hog Implements
Citrus Systems Inc
FMC Corp
Ford North American Tractor Operations
Kinco Mfg
Karl Kuemmerling Inc
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Royer Foundry & Machine Co
Terrain King Corp
Tiger Corp
Timberjack Inc
Tradewinds Inc
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Pitman Div
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Reach-All Mfg & Engineering Co
Timberjack Inc
Winkler Hydraulics

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W H Porter Inc Poligon/Cover-All Div

Chain Saws

Alpina North America
Arizona Power Equipment Co
Beaird-Poulan/Weed Eater Div
Citrus Systems Inc
Clinton Engines Corp
Deere & Co
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Echo Inc
Fairmont Hydraulics
HMC/Green Machine
Homelite Div Textron Inc
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Stihl Inc

Chain Saw Parts

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Buck Haven Industries Inc
Citrus Systems Inc
Clinton Engines Corp
Deere & Co
Deppe Ag*Tec Ltd
Hoffco Inc
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Poulan/Weed Eater
Power Lawnmower Parts Inc
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Skil Corp
Stihl Inc

Chippers

Asplundh Mfg Div
Badger Chipper Co
Roscoe Brown Corp
Chipmore Mfg Co
Karl Kuemmerling Inc
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Computer Services

Ag-Share Computer Systems Inc
Motorola Inc

Cranes

Altec Industries Inc
Auto Crane Co
J I Case Drott Div
Industrial Leasing Corp
Master Craft Industrial Equipment Corp
Pitman Div
Reach-All Mfg & Engineering Co
Winkler Hydraulics

Cultivators

Allegheny International Hardware Group
Ames Co
Ariens Co
Bingham Equipment Co
Bomford & Evershed Ltd
Brinly-Hardy Co
Bush Hog Implements
Deppe Ag*Tec Ltd
Engineering Products Co
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Gravely
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Dethatchers

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Buck Haven Industries Inc
J I Case
Cushman/Ryan-OMC Lincoln
Exmark Mfg Co
E-Z Rake Inc
Fuerst Brothers Inc
Giant Vac Mfg Inc
Hahn Inc
Howard Rotovator Co
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Mathews Equipment Co
Olathe Mfg Inc
Parker Sweeper Co
Power Lawnmower Parts Inc
Ryan Turf/OMC Lincoln
Sensation Corp
Sensation Power Equipment Div Gilson Bros Co
Solo Inc
Terrain King Corp
Toro Co Commercial Prods
Vemco Corp of America
Westheffer Co

Dozers

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Roscoe Brown Corp
Caterpillar Tractor Co
Engineering Products Co
Haban Mfg Co
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International Harvester Co
Little Giant Products Inc
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Hancor Inc
Lesco Inc

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Mud Cat Div National Car Rental System Inc

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Hoffco Inc
Milwaukee Electric Tool Corp
Skil Corp
Stanley Hydraulic Tools
Timberjack Inc

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Buffalo Turbine Agricultural Equip Co
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D B Smith & Co
Solo Inc
Stihl Inc
Trebor Corp
Universal-Gerwin Div
Vandermolen Corp
Westheffer Co

Edgers

Allegheny International Hardware Group
Ames Co
Ariens Co
Arizona Power Equipment Co
Bunton Co
Deere & Co
Excel Industries Inc
Goodall Div Bunton Co
HMC/Green Machine
Hoffco Inc
Jacobsen Div Textron Inc
K-D Manitou Inc
MTD Products Inc
Olathe Mfg Inc
Patrician Products Inc
Patrician Products Inc
Poulan/Weed Eater
Ransomes Inc
Stihl Inc
Toro Co Commercial Prods
Turfco Mfg Inc
Union Fork & Hoe Co
Yazoo Mfg Co

Engine Parts

American Honda Motor
Arizona Power Equipment Co
Briggs & Stratton Corp
Buck Haven Industries Inc
Caterpillar Tractor Co
Clinton Engines Corp
Ford North American Tractor Operations
Goodall Div Bunton Co
Hoffco Inc
International Harvester Co
Kawasaki Motors USA Corp Engine Div
Kohler Co Engine Div
Kubota Tractor Corp
Lesco Inc
Pex Inc
Power Lawnmower Parts Inc
Tecumseh Products Co Engine Div
Toro Co Commercial Prods
Winkler Hydraulics
Yanmar Tractor (USA) Inc

Engines

Acme North America Corp
Arizona Power Equipment Co
Briggs & Stratton Corp
Caterpillar Tractor Co
Clinton Engines Corp
Echo Inc
Ford North American Tractor Operations
Goodall Div Bunton Co
Kawasaki Motors USA Corp Engine Div
Karl Kuemmerling Inc
Minnesota Wanner Co
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Westheffer Co
Yanmar Tractor (USA) Inc
Yazoo Mfg Co

Erosion Control Fabric

Agriculture Service Corp
American Enka Co
Eaton Brothers Corp
Enkamat Div American Enka Co
Erosion Control Systems/Gulf States Paper Corp
Hoechst Fibers Industries
International Reforestation Suppliers Inc
Jim Walls Co
Warren's Turf Nursery Inc

Fault Finders

Progressive Electronics Inc

Fertilizer Injectors

John Blue Co
Chemilizer Products Inc
Creative Sales Inc
Ross Daniels Inc
Doggett Corp
Dragon Irrigation Equipment by Wes-Co
Fert-O-Ject
Green Pro
Hardie Irrigation
Holly Filter
Inject-O-Meter Mfg Co
Minnesota Wanner Co
National Chemsearch
Power Spray Technology Inc
Raindrip Inc
Richardson Great Northern Mfg Inc
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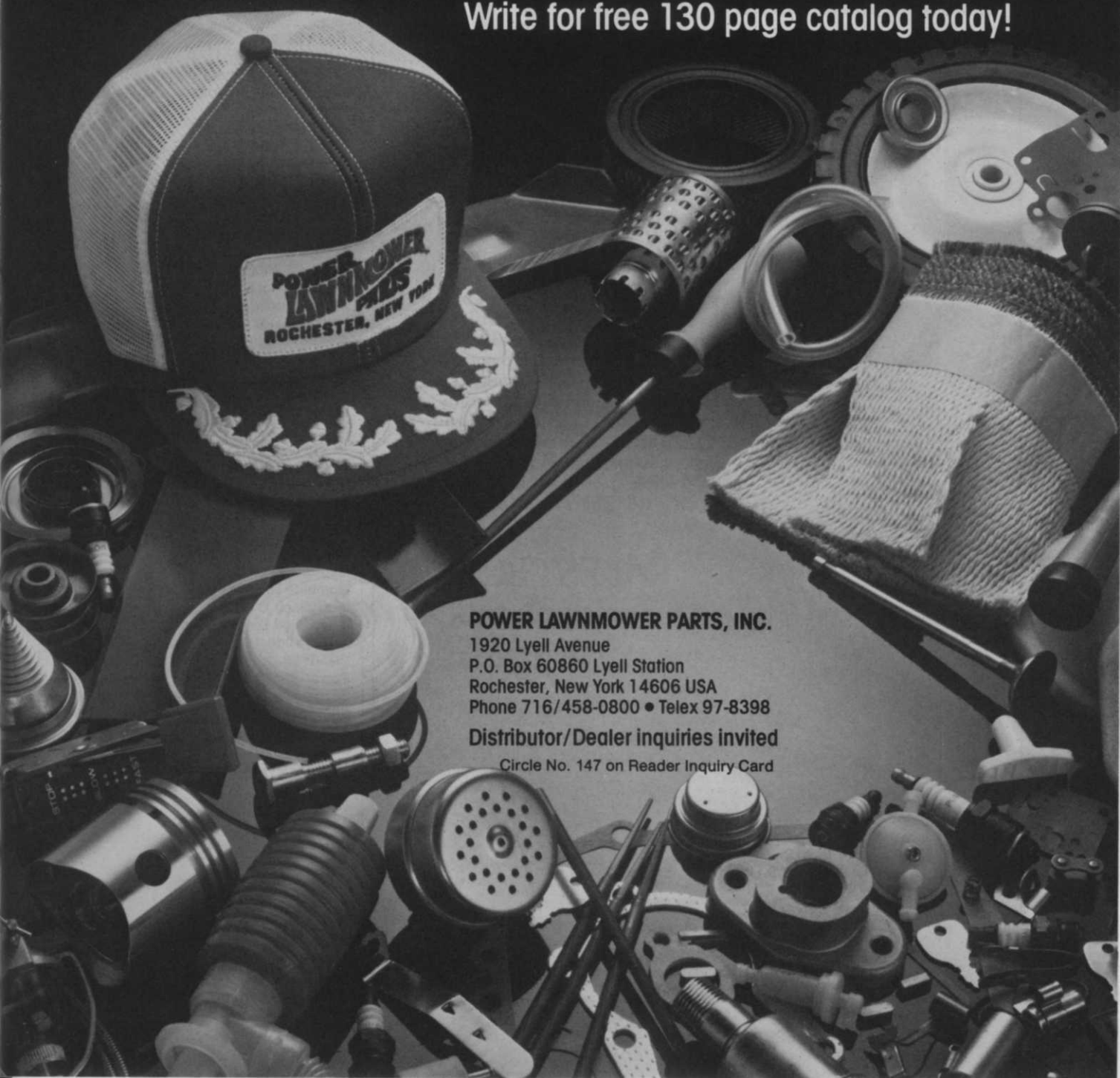

POWER LAWNMOWER PARTS, INC.
1920 Lyell Avenue
P.O. Box 60860 Lyell Station
Rochester, New York 14606 USA
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ESTECH SECRET NO. 6

"Korea's leap years.

The years, 1964 to 1984. The country, Korea. And the company that helped this war-torn nation leap 100 years in agricultural technology, ESTECH.

Through our joint venture in the Yong-Nam Chemical Company, ESTECH continues to help Korea make major advances in fertilizer production and farming technologies.

Perhaps an even more important part of our venture is its sponsorship of a Korean organization already quite familiar to American children: 4H. To make sure these strides keep right on happening.

So why keep quiet when there's so much to tell? That's the secret of our success . . .

At ESTECH, we don't talk. We just do."

Estech, Inc.

We'll share some equally revealing secrets about Professional & Commercial Fertilizers. Call Irv Stacy, National Sales Manager, Par Ex 813/533-1181

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Equipment

continued

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Deppe Ag*Tec Ltd
Karl Kuemmerling Inc
National Chemsearch
Raindrip Inc
Root-Lowell Corp
Stihl Inc
Trebor Corp
Trees Inc

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Brouwer Turf Equipment Ltd
Roscoe Brown Corp
Bush Hog Implements
Caterpillar Lift Trucks
Caterpillar Tractor Co
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Arizona Power Equipment Co
Clinton Engines Corp
Deere & Co
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Homelite Div Textron Inc
McCulloch Corp
Milwaukee Electric Tool Corp
MTD Products Inc
Pac-Trac
Power Spray Technology Inc
Safety Test & Equipment Co
Shindaiwa Inc
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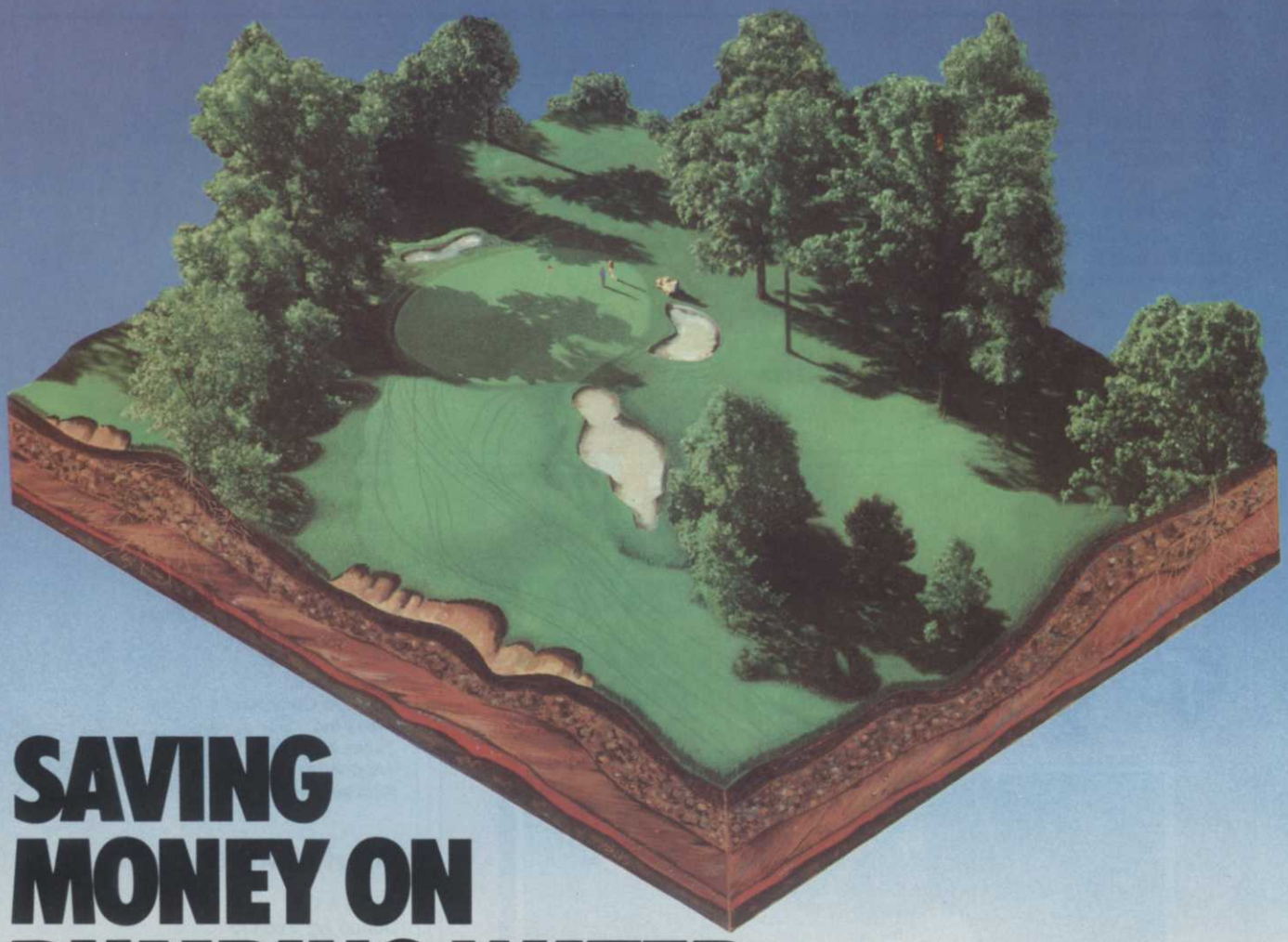
Solo Inc
Toro Co Commercial Prods
Trees Inc
WINCO Div

Golf Cars

American Continental Inc
Club Car Inc
Columbia Car Corp
E-Z-Go Golf Car
Go-Fore
Industrial Leasing Corp
Melex USA Inc



SAVING MONEY ON PUMPING WATER HAS NEVER LOOKED SO GOOD.

How pumps powered with Franklin submersible motors can make your corner of the world green and quiet. And save you money, too.

Saving time saves you dollars. A submersible pump powered by a Franklin motor can be installed in one-third the time it takes for an above-ground line-shaft turbine.

And with a submersible pump, you won't have line shaft vibration and alignment problems, or any need for lubrication cost and troublesome ratchets.

Submersible pumps and Franklin motors economically keep your grounds lush, green and quiet.

A submersible eliminates expensive, energy-gobbling friction losses in a long drive shaft and multiple bearings.

Yet submersibles do more than save you dollars. Working quietly underground, a submersible keeps your view beautifully quiet. Built to run underwater, a submersible can't be flood-damaged. And submersibles are virtually vandal and varmint-proof.

To learn more about the advantages of submersible pumps equipped with Franklin motors, call Franklin Electric's Jim Hayes today at (219) 824-2900. Or write Franklin Electric Company, 400 East Spring Street, Bluffton, Indiana 46714.

Franklin Electric

Water for a Thirsty World

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Equipment
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Twin hydrostatic industrial lawnmower

HECKENDORN

The 91/55

The Heckendorn 91/55 with Center-Mounted Vacuum is the Most Versatile and Efficient Mower You Can Buy.

1 **Optional center-mounted vacuum** allows for grass pickup without loss of trimming capabilities on either side.
2 **Hinged sidemount deck** units allow alternating between 91" and 55" cut without interruption of operation. Low-profile deck allows easy trimming under shrubbery, rail fences, etc.
3 **Easy to service.** Seat and cargo pan are hinged to lift out of the way. Fuel tanks lift off to allow total access for servicing.
4 **Low center of gravity.**
5 **Counter-rotating blades** throw grass to the center for efficient pickup and mulching.
6 **Cuts from 1" to 4"** in height and will mow approx. 5 acres per hr. at 4 mph.
7 **Zero turning radius.** Turns within arc circumscribed by the edge of the mower deck.

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Trees Inc
Tuflex Mfg Co
Westheffer Co
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Deere & Co
Deppe Ag*Tec Ltd
Devpro Insectocutor Div
Insect-O-Cutor Inc
Vandermolen Corp

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Hardie Irrigation
Hendrix & Dail Inc
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Lesco Inc
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Richdel Inc
Royal Coach/Buckner
Submatic Irrigation Systems
Westheffer Co

Irrigation, Injection

John Blue Co
Dragon Irrigation Equipment by Wes-Co
Fert-O-Ject
Hydroflo Corp
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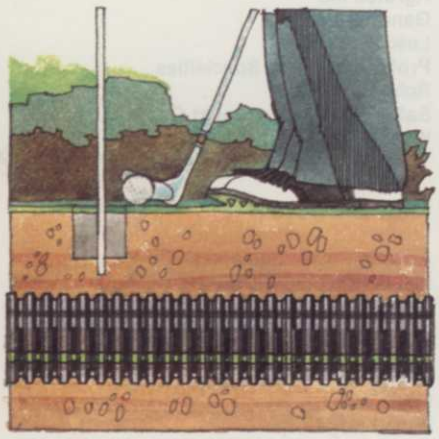
Westheffer Co

Irrigation, Mobile

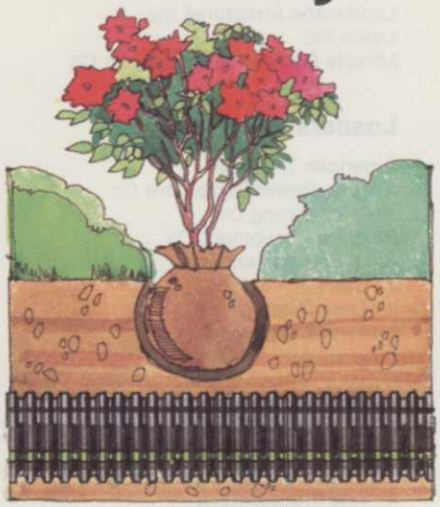
Ag-Rain Inc
Hydroflo Corp

ADS Drainage Tubing

It's dependably tough for your toughest turf jobs.

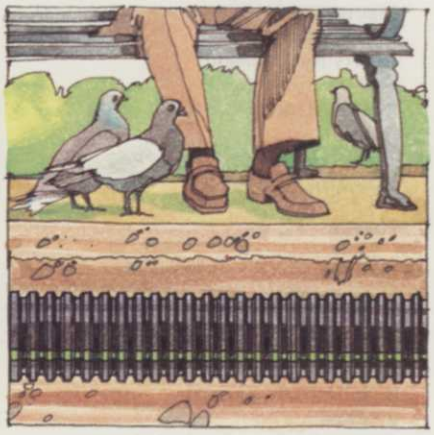


Flexible ADS drains your greens.



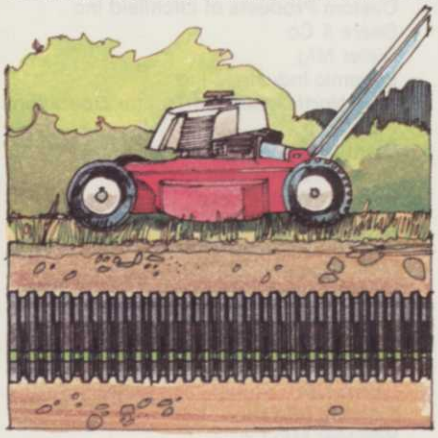
ADS helps maintain beautiful landscapes.

ADS keeps your athletic fields dry.



ADS controls water runoff in heavily trafficked areas.

Sandy soils call for ADS Drain Guard®—the nylon filter that won't block or clog.



ADS tubing—a small part of your turf care budget.

Whether you buy or sell turf care products, you want quality. That's why ADS polyethylene tubing is your best bet. For healthy soil, drainage is important. Strong and durable, ADS tubing provides years of trouble-free drainage, and helps maintain stable soil systems.

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At a cost of just pennies per foot, ADS means quality AND value.

This season rely on ADS drainage tubing. You deserve the best.

SPECIFICATIONS

ASTM F-405, Standard Specification for Corrugated Polyethylene Tubing and Fittings. **SCS,** National Engineering Standard, Code 606. **ASTM F-667,** Standard Specification for 10", 12" and 15" Corrugated Polyethylene Tubing.

Look for the ADS green stripe

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Atlanta, GA	404-393-0602
Napoleon, OH	419-599-0585
Livermore, KY	502-733-4324
Palmer, MA	413-283-9797

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ADS®

ADVANCED DRAINAGE SYSTEMS, INC.

Corporate Office
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Columbus, Ohio 43221
(614) 457-3051

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McDowell Mfg Co
Royal Coach/Buckner
Travelrain Sprinkler Co

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AMETEK/Plymouth Prods Div
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Hydroflo Corp
Hydro Rain
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Laval Corp Claude
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L R Nelson Corp
Parker Interior Plantscape
Rain Bird Sprinkler Mfg Corp
Raindrip Inc
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FMC Corp
Friend Mfg Corp
HMC/Green Machine
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Stihl Inc
Strong Ent Inc
Trebor Corp
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Westheffer Co

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Hinds Int'l Inc
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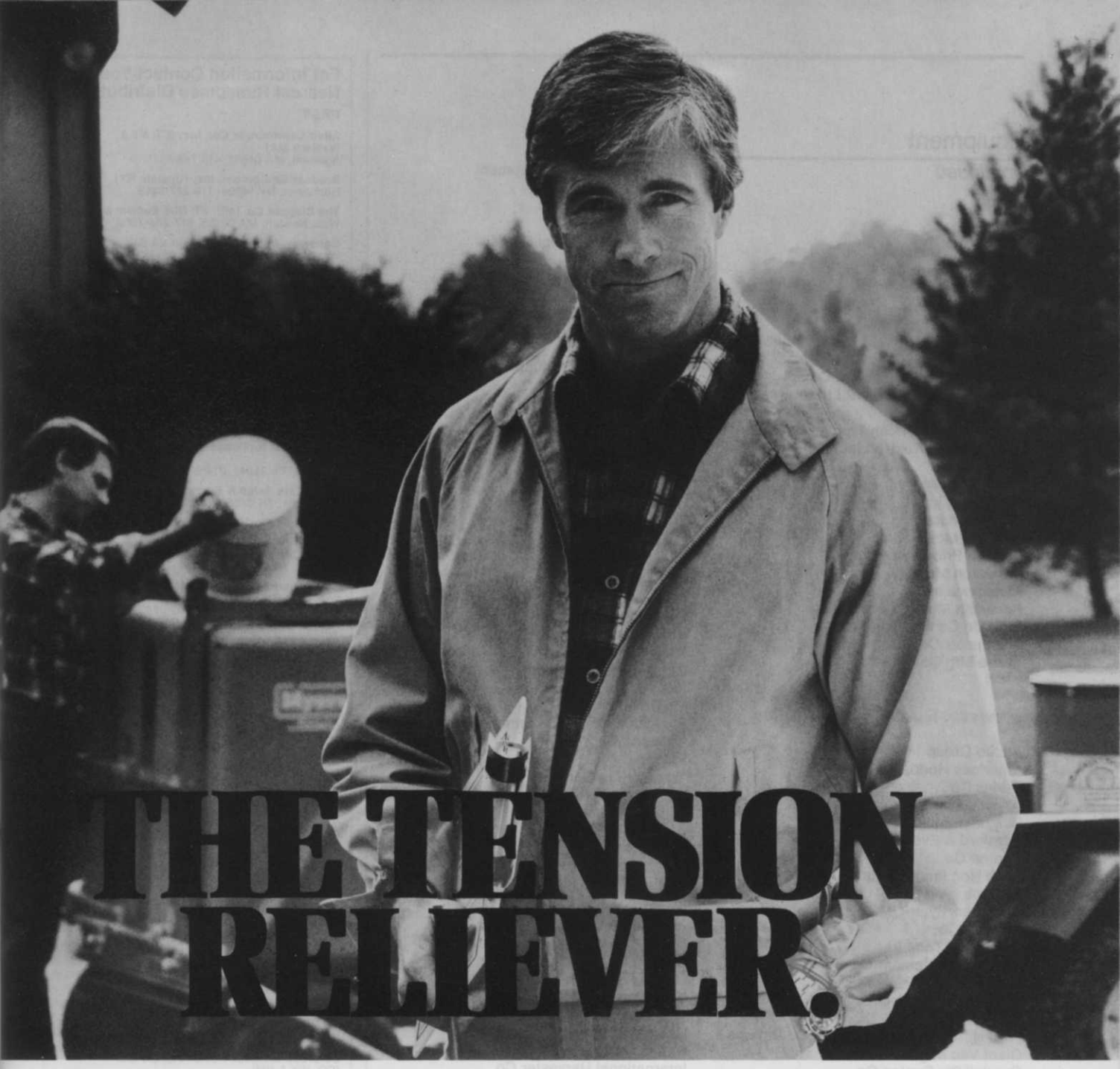
Mathews Equipment Co
Middlesworth Engineering & Mfg Inc
MoTrim Inc
Mott Corp
Terrain King Corp
Tiger Corp
Turner International Ltd
Vemco Corp of America
Vrisimo Mfg Inc



AQUA-GRO.® You can worry about turf problems caused by too much or too little water, or you can use AQUA-GRO, the water management tool. AQUA-GRO is a blend of non-ionic organic wetting agents, 100% active ingredient with residual effectiveness in all soils.

AQUA-GRO ELIMINATES LOCALIZED DRY SPOTS ...AND COMPACTION.

AQUA-GRO is the specially formulated wetting agent that reduces water surface tension ensuring faster, more uniform penetration and drainage, through hard-to-wet soils and thatch.

AQUA-GRO also relieves compaction by improving water penetration, drainage and aeration in high traffic areas. There's less need to aerify, or resort to costly rebuilding.

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You get more from your turf chemical investment with AQUA-GRO. Turf chemicals are uniformly distributed throughout AQUA-GRO treated soils, so chemicals are used by plants more efficiently. And AQUA-GRO helps turf chemicals penetrate thatch.

AQUA-GRO REDUCES WATERING COSTS 30-50%.

AQUA-GRO reduces irrigation costs, because water is used more efficiently. There's less run-off and less evaporation... you use less water, plants get more. AQUA-GRO helps you get your turf through the hottest weather. And AQUA-GRO lasts, because it won't leach.

Let AQUA-GRO relieve your tension. Available in liquid concentrate or spreadable granular formulations from your AQUA-GRO distributor.

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Yazoo Mfg Co

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Brouwer Turf Equipment Ltd
Bunton Co
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Lambert Corp
Locke Mfg Inc
MTD Products Inc
National Mower Co
Howard Price Turf Equip
Princeton Mfg Co
Ransomes Inc
Roseman Mower Corp
Toro Co Commercial Prods
Westheffer Co
Yazoo Mfg Co

Mowers, Rotary

Alamo Group
American Honda Motor
Ariens Co
Arizona Power Equipment Co
Bingham Equipment Co
Bomford & Evershed Ltd
Bunton Co
Bush Hog Implements
J I Case
Cushman/Ryan-OMC Lincoln
Deere & Co
Deppe Ag*Tec Ltd
Edwards Equipment Co
Engineering Products Co
Excel Industries Inc
Exmark Mfg Co
Ford North American Tractor Operations
Giant Vac Mfg Inc
Goodall Div Bunton Co
Grasshopper Co
Gravely
Haban Mfg Co
Heckendorn Mfg Co
Ingersoll Equipment Co
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Kut-Kwick Corp
Massey-Ferguson
MoTrim Inc
MTD Products Inc
Nunes Mfg
Howard Price Turf Equip
Ransomes Inc
Rhino Products Inc
Ryan Turf/OMC Lincoln
Sarlo Power Mowers Inc
Scag Power Equipment Co
Sensation Corp
Sensation Power Equipment Div Gilson Bros Co
Simplicity Mfg Inc
Smithco Inc
Snapper Products Equipment
Solo Inc
Terrain King Corp
Tiger Corp
Toro Co Commercial Prods
Tradewinds Inc
Turner International Ltd
United Farm Tools Inc
Vermeer Mfg Co
Walker Mfg Co
Westheffer Co
White Outdoor Products
Willsey-D Inc
Woods Div Hesston Corp
Yazoo Mfg Co

Mowers, Sickle Bar

Alamo Group
Arizona Power Equipment Co
Bingham Equipment Co
Central States Mainline
Deppe Ag*Tec Ltd
Ford North American Tractor Operations
Gravely
Haban Mfg Co
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We've just given our Motor 180 a big lift. Big lifts. So now, you can adjust ground clearance without ever leaving your seat. Add that to the Motor 180's purring engine, impressive 71" cutting width, stabilizing low center of gravity and wide wheel track, and you've given yourself a big lift. Raise your standards to a Ransomes Motor 180. It will grow on you.

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RANSOMES

BOB-CAT®

The grass machine.

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Equipment
continued

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Delmarva Textile Co
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Netting, Erosion Control

Arthur Enterprises Inc
Conwed Corp
Delmarva Textile Co
Enkamat Div American Enka Co
Fox Valley Marking Systems Inc
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Broyhill Co
B & W Sales & Mktg Assoc
Citrus Systems Inc
Delavan Corp
Erocon Pacific Corp
FMC Corp
Friend Mfg Corp
Gilmour Mfg Co
Great Northern Equipment Co
Hahn Inc
Hardie Irrigation
Hotsy Corp
Hydro Rain
Hypro Div Lear Siegler Inc
Kuker Industries Inc
Lesco Inc
Liqui*Lawn Corp
Master Sprayers Inc
Melnor Industries
Micron Corp
Pex Inc
Power Spray Technology Inc
D B Smith & Co
Spraying Systems Co
Strong Ent Inc
Trebor Corp
Tri-Con Inc
Westheffer Co

Patio & Walkway Materials

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American Playground Device Co
BigToys
Columbia Cascade Timber Co
Kay Park Rec Corp
Landscape Structures Inc
Miracle Recreation Equipment Co
Playworld Systems
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Pipe

Advanced Drainage Systems Inc

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Architectural Precast Inc
BigToys
Clean City Squares Inc
Columbia Cascade Timber Co
Deep Root Corp
Ellis Mfg Co
International Harvester Co
Landscape Structures Inc
Parker Interior Plantscape
L J Rench & Co

Plants & Trees

Parker Interior Plantscape
L J Rench & Co

Play Structures

American Playground Device Co
BigToys
Columbia Cascade Timber Co
Delmer F Harris Co
Landscape Structures Inc
Miracle Recreation Equipment Co
Playworld Systems
Trojan Playground Equipment Mfg Co

Plows, Sand Trap

Dedoes Industries Inc
Smithco Inc
Toro Co Commercial Prods

Pools, Decorative

Fiberglass Unlimited Inc

Post Drivers

Deere & Co
Dynamic Industries Inc
McMillen Div
Rhino Sales Corp
Shaver Mfg Co

Post Hole Diggers

Allegheny International Hardware Group
Ames Co
Arizona Power Equipment Co
Bingham Equipment Co
Bush Hog Implements
Deere & Co
Feldmann Engineering & Mfg Co
Ford North American Tractor Operations
Ground Hog Inc
HMC/Green Machine
Hoffco Inc
Kubota Tractor Corp
McMillen Div
Melroe Div Clark Equipment
Don Savage Co
Seymour Mfg Co
Shaver Mfg Co
Solo Inc
Stihl Inc
Tradewinds Inc
Union Fork & Hoe Co
Worksaver Inc
Yanmar Tractor (USA) Inc

Pressure Gauges

Agrotec Inc
Broyhill Co
Citrus Systems Inc
FMC Corp
Friend Mfg Corp
Great Northern Equipment Co
Irrometer Co
Kuker Industries Inc
Master Sprayers Inc
Minnesota Wanner Co
Power Spray Technology Inc
Professional Turf Specialties
Smithco Inc
Strong Ent Inc
Westheffer Co

Pressure Washers

Agrotec Inc
Best-Way Inc
Broyhill Co
Carmel Chemical Corp
Citrus Systems Inc
Deere & Co
Delco Mfg Co
Dutton-Lainson Co
FMC Corp
Ford North American Tractor Operations
Friend Mfg Corp
Hotsy Corp
Kuker Industries Inc
Llo-Mar Mfg Inc
Minnesota Wanner Co
National Chemsearch
Northeast Industries Inc
Pex Inc
Sensation Power Equipment Div Gilson Bros Co
Sioux Steam Cleaner Corp
D B Smith & Co
Solo Inc
Strong Ent Inc
Trebor Corp
Tri-Con Inc
Westheffer Co

Pruners

Allegheny International Hardware Group
American Standard Co
Bartlett Mfg Co
Chisholm-Ryder Co
Citrus Systems Inc
Corona Clipper Co
Deere & Co
Emblidge Corp
Fairmont Hydraulics
Fanno Saw Works
Friend Mfg Corp
Halls Safety Equipment Inc
HMC/Green Machine
International Reforestation Suppliers Inc
Jameson Corp

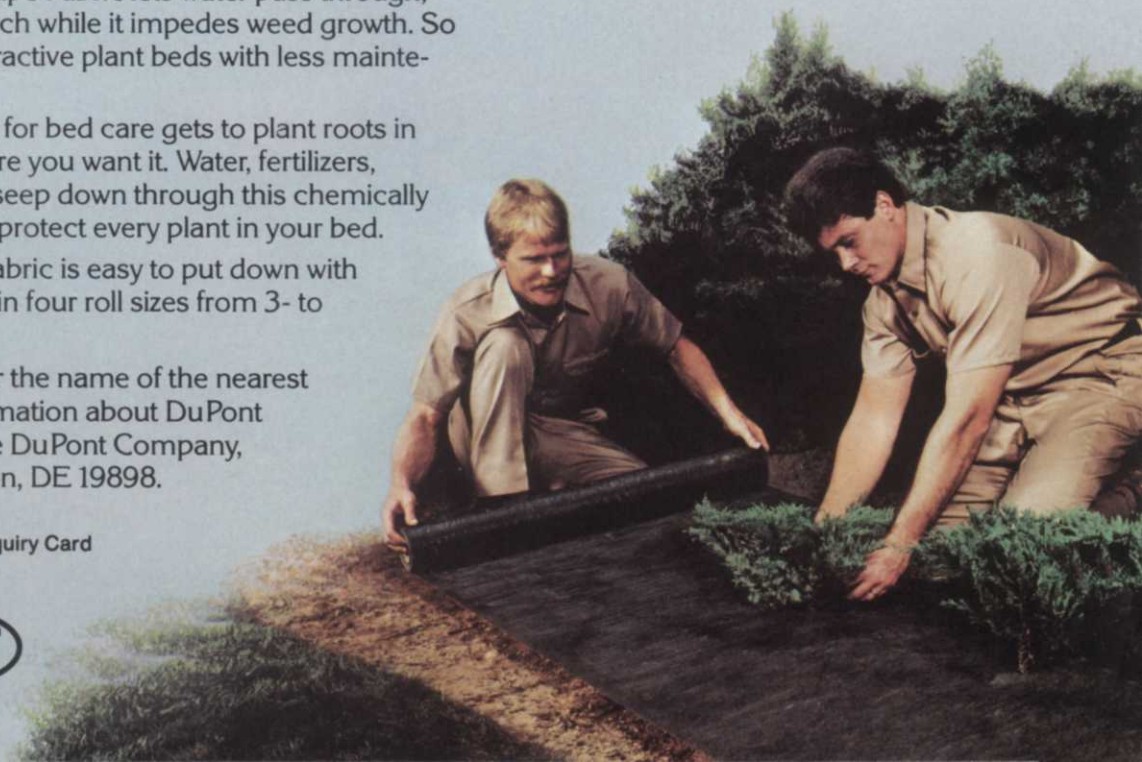
New Du Pont Landscape Fabric. It lets water through to give you healthier beds with less work.

New DuPont Landscape Fabric lets water pass through, reduces wash-away of mulch while it impedes weed growth. So you get healthier, more attractive plant beds with less maintenance work and cost.

Everything you apply for bed care gets to plant roots in the amount you want, where you want it. Water, fertilizers, herbicides and pesticides seep down through this chemically inert fabric to nourish and protect every plant in your bed.

DuPont Landscape fabric is easy to put down with scissors or knife. It comes in four roll sizes from 3- to 12-feet wide.

Call 800-441-7515 for the name of the nearest distributor and more information about DuPont Landscape Fabric. Or write DuPont Company, Room G40955, Wilmington, DE 19898.



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DU PONT

REG. U.S. PAT. & TM. OFF.

Equipment

continued

Karl Kuemmerling Inc
Lesco Inc
L J Rench & Co
Safety Test & Equipment Co
Seymour Smith & Son Inc
Stanley Hydraulic Tools
D J Wilson Co
Hermann A Wirth

Pumps

Agrotec Inc
Aquaturf
Arizona Power Equipment Co
Barebo Inc/Otterbine
Broyhill Co
Citrus Systems Inc
Clinton Engines Corp
Deppe Ag*Tec Ltd
Encap Products Co
FMC Corp
Ford North American Tractor Operations
Franklin Electric Co
Friend Mfg Corp
Great Northern Equipment Co
Homelite Div Textron Inc
Hotsy Corp
Hydroflo Corp
Hypro Div Lear Siegler Inc
Jaeco Pump Co
Kembro Inc
Kuker Industries Inc
Little Giant Pump Co Sub Tecumseh Prods Co
Master Mfg Co
Master Sprayers Inc
McCulloch Corp
Minnesota Wanner Co
F E Myers Co
Parco Div Blue Mountain Prod Inc
Peerless Pump
Pex Inc
Power Spray Technology Inc
Professional Turf Specialties
Shindaiwa Inc
Smithco Inc
Solo Inc
Strong Ent Inc
Trees Inc
Tuflex Mfg Co
Vermeer Mfg Co
Westheffer Co
Winkler Hydraulics

Rakes, Landscape

Allegheny International Hardware Group
Arthur Enterprises Inc
Bartlett Mfg Co
Bingham Equipment Co
Ford North American Tractor Operations
Fuerst Brothers Inc
Glenmac Inc
Kenyon Mfg Inc
Lesco Inc
Roseman Mower Corp
Rugg Mfg Co
Toro Co Commercial Prods
Union Fork & Hoe Co
Yanmar Tractor (USA) Inc
York Modern Corp

Rain Sensors

Dayni Controls Mfg Co
Hydro Terra Corp

Rock Pickers

Bingham Equipment Co
Glenmac Inc
Vermeer Mfg Co

Rollers, Lawn

Allegheny International Hardware Group
Arizona Power Equipment Co
Brinly-Hardy Co
Brouwer Turf Equipment Ltd
Cushman/Ryan-OMC Lincoln
Ford North American Tractor Operations
Gandy Co
Northeast Industries Inc
Ryan Turf/OMC Lincoln
Smithco Inc

Equipment

continued

Rope

Bartlett Mfg Co
Halls Safety Equipment Inc
Karl Kuemmerling Inc
Lesco Inc
Power Lawnmower Parts Inc
Safety Test & Equipment Co
Samson Cordage Works

Safety Wear & Equipment

Arizona Power Equipment Co
Bartlett Mfg Co
Custom Products of Litchfield Inc
Edmont Div Becton Dickinson & Co
Friend Mfg Corp
Halls Safety Equipment Inc
Karl Kuemmerling Inc
Lesco Inc
Norton Co Safety Products Div
Pex Inc
Power Lawnmower Parts Inc
Racal Airstream Inc
Safety Test & Equipment Co
Westheffer Co

Saws

AEG Power Tool Corp
Allegheny International Hardware Group
Bartlett Mfg Co
Citrus Systems Inc
Corona Clipper Co
Fairmont Hydraulics
Fanno Saw Works
Friend Mfg Corp
Halls Safety Equipment Inc
International Reforestation Suppliers Inc
Jameson Corp
Karl Kuemmerling Inc
Lesco Inc
McCulloch Corp
Milwaukee Electric Tool Corp
Safety Test & Equipment Co
Skil Corp

Scrapers

Allegheny International Hardware Group
Bingham Equipment Co
Bomford & Evershed Ltd
Bush Hog Implements
Industrial Leasing Corp
International Harvester Co
Massey-Ferguson
Union Fork & Hoe Co

Screeners

Lindig Mfg Corp
Royer Foundry & Machine Co

Seeders

Allegheny International Hardware Group
Bowie Industries Inc
Brouwer Turf Equipment Ltd
Erocon Pacific Corp
Gandy Co
Herd Seeder Co
Industrial Leasing Corp
Jacobsen Div Textron Inc
Lambert Corp
Lawnmaker Mfg Co
Lesco Inc
Meredith Seed Miser
Olathe Mfg Inc
Reinco Inc
O M Scott & Sons Proturf Div
Trac N Combo
Vandermolen Corp
Vaughan's Seed Co
Vicon Farm Machinery Inc
Worksaver Inc

Seeders, Hydraulic

Bowie Industries Inc
Cushman/Ryan-OMC Lincoln
Erocon Pacific Corp
Finn Corp
Industrial Leasing Corp
Trac N Combo
Weldco (WA) Inc

Sharpeners

Foley-Belsaw Co
Karl Kuemmerling Inc
Power Lawnmower Parts Inc

Shears

AEG Power Tool Corp
Allegheny International Hardware Group
Ames Co
Bartlett Mfg Co
Citrus Systems Inc
Corona Clipper Co
Deere & Co
Deppe Ag*Tec Ltd
Halls Safety Equipment Inc
International Reforestation Suppliers Inc
Karl Kuemmerling Inc
L J Rench & Co
Safety Test & Equipment Co
Seymour Smith & Son Inc
D J Wilson Co
Hermann A Wirth

Shelters

Koppers Co
Miracle Recreation Equipment Co
Playworld Systems
W H Porter Inc Poligon/Cover-All Div

Shovels

Kenyon Mfg Inc

Snow Blowers

American Honda Motor
Ariens Co
Roscoe Brown Corp
J I Case
Cushman/Ryan-OMC Lincoln
Deere & Co
Dynamic Industries Inc
Excel Industries Inc
Ford North American Tractor Operations
Goodall Div Bunton Co
Grasshopper Co
Gravely
Haban Mfg Co
Ingersoll Equipment Co
International Harvester Co
Jacobsen Div Textron Inc
Kubota Tractor Corp
Little Giant Products Inc
Middlesworth Engineering & Mfg Inc
MTD Products Inc
Sensation Power Equipment Div Gilson Bros Co
Simplicity Mfg Inc
Smithco Inc
Solo Inc
Steiner Corp
Sweepster Jenkins Equipment Co
Toro Co Commercial Prods
United Farm Tools Inc
Wheel Horse Products Inc
Yanmar Tractor (USA) Inc
Yazoo Mfg Co

Snow Plows

Ariens Co
Bomford & Evershed Ltd
Roscoe Brown Corp
J I Case
Deere & Co
Goodall Div Bunton Co
Gravely
Guest Industries Inc
Haban Mfg Co
Ingersoll Equipment Co
International Harvester Co
Howard Price Turf Equip
Smithco Inc
Toro Co Commercial Prods
United Farm Tools Inc
Western Products

Sod Cutters

Allegheny International Hardware Group
Beck Mfg Co
Brouwer Turf Equipment Ltd
Cushman/Ryan-OMC Lincoln
Guest Industries Inc
Ryan Turf/OMC Lincoln
Turfco Mfg Inc
Union Fork & Hoe Co
Young Industries

Sod Equipment

Brouwer Turf Equipment Ltd
Jerry Clipper
Nunes Mfg

Sod Harvester

Beck Mfg Co
Brouwer Turf Equipment Ltd

Equipment

continued

Nunes Mfg
Princeton Mfg Co

Soil Fumigation

Citrus Systems Inc
Hendrix & Dail Inc

Soil Mixers

Bouldin & Lawson Inc
Roscoe Brown Corp
Howard Rotovator Co
Lindig Mfg Corp
Royer Foundry & Machine Co
Solo Inc
Trees Inc
Worksaver Inc

Soil Moisture Sensing Equipment

Howard S Crane Inc
Dayni Controls Mfg Co
Hardie Irrigation
Hydro Terra Corp
Irrometer Co
Soilmoisture Equipment Corp

Soil Sampler

Clements Associates Inc
Lesco Inc
National Chemsearch
P E Skaling Soilmoisture Equipment Corp
Soilmoisture Equipment Corp
Turfgrass Products Corp
Westheffer Co

Soil Shredders

Lindig Mfg Corp
Royer Foundry & Machine Co

Soil Test Labs

Hach Co
Hellige Inc
LaMotte Chemical Products Co
National Chemsearch
O M Scott & Sons Proturf Div
Sudbury Laboratory Inc
Vaughan's Seed Co

Soil Test Meters

Howard S Crane Inc
Hellige Inc
Kel Instruments Co
KEM Enterprises
Karl Kuemmerling Inc
LaMotte Chemical Products Co
Lesco Inc
P E Skaling Soilmoisture Equipment Corp
Soilmoisture Equipment Corp
Sudbury Laboratory Inc

Sprayers

Agrotec Inc
Arizona Power Equipment Co
Bartlett Mfg Co
Best-Way Inc
B & G Equipment Co
Bingham Equipment Co
John Blue Co
Bouldin & Lawson Inc
Broyhill Co
Buffalo Turbine Agricultural Equip Co
B & W Sales & Mktg Assoc
Carmel Chemical Corp
Citrus Systems Inc
Cushman/Ryan-OMC Lincoln
Dedoes Industries Inc
Deppe Ag*Tec Ltd
Dutton-Lainson Co
Encap Products Co
E-Z Rake Inc
FMC Corp
Friend Mfg Corp
Gilmour Mfg Co
Great Northern Equipment Co
Green Pro
Hahn Inc
H D Hudson Mfg Co Professional Div
Industrial Leasing Corp
International Reforestation Suppliers Inc
Jacobsen Div Textron Inc
Karl Kuemmerling Inc
Kuker Industries Inc
Lesco Inc
Liqui*Lawn Corp
Llo-Mar Mfg Inc
Master Mfg Co
Master Sprayers Inc
Melnor Industries
Micron Corp
Minnesota Wanner Co
F E Myers Co
National Chemsearch
Olathe Mfg Inc
Parco Div Blue Mountain Prod Inc
Pex Inc
Power Spray Technology Inc
Professional Turf Specialties
Richardson Great Northern Mfg Inc
RIGO Co
Root-Lowell Corp
Sidefire Inc
Smithco Inc
D B Smith & Co
Solo Inc
Strong Ent Inc
Strong Mfg Co
Trebor Corp
Tri-Con Inc
Universal-Gerwin Div
Vandermolen Corp
Westheffer Co
Wheel Spray Corp

Spray Guns

Agrotec Inc
Arizona Power Equipment Co
Best-Way Inc
Broyhill Co
B & W Sales & Mktg Assoc
Citrus Systems Inc
Cushman/Ryan-OMC Lincoln
Encap Products Co
FMC Corp
Friend Mfg Corp
Great Northern Equipment Co
Hahn Inc
H D Hudson Mfg Co Professional Div
Kuker Industries Inc
Lesco Inc
Master Mfg Co
Master Sprayers Inc
Minnesota Wanner Co
F E Myers Co
Parco Div Blue Mountain Prod Inc
Pex Inc
Power Spray Technology Inc
Root-Lowell Corp
Smithco Inc
Spraying Systems Co
Strong Ent Inc
Tri-Con Inc
Tuflex Mfg Co
Westheffer Co

Spray Units

Agrotec Inc
Arizona Power Equipment Co
Best-Way Inc
Broyhill Co
Citrus Systems Inc
FMC Corp
Friend Mfg Corp
Great Northern Equipment Co
Hahn Inc
Hill's Liqui-Systems
H D Hudson Mfg Co Professional Div
Kuker Industries Inc
Lesco Inc
Master Sprayers Inc
Minnesota Wanner Co
F E Myers Co
Parco Div Blue Mountain Prod Inc
Pex Inc
Power Spray Technology Inc
Professional Turf Specialties
Reinco Inc
Richardson Great Northern Mfg Inc
D B Smith & Co
Smithco Inc
Sorensen Sprayers Inc
Strong Ent Inc
Tri-Con Inc
Tuflex Mfg Co
Westheffer Co

Spray Units, Mixer Proportioners

Broyhill Co
Chemilizer Products Inc
FMC Corp
Friend Mfg Corp
Great Northern Equipment Co
Minnesota Wanner Co
Pex Inc
Power Spray Technology Inc
Strong Ent Inc
Westheffer Co
Young Industries

Spreaders

Allegheny International Hardware Group
Ames Co

When toughness and beauty count, why compromise? Go with Warren's® A-34 BenSun® Kentucky Bluegrass Seed or Sod.

Warren's® A-34 BenSun® rates 23% better in quality; 33% better in density than its top 10 competition.

10 = very best 1 = very poor

VARIETY	QUALITY	DENSITY
Warren's A-34 BenSun®	9.0	8.5
Average of top 10 competitors	7.32	6.38

Source: Purdue University, November, 1983-Field Day

Warren's A-34 BenSun® Kentucky Bluegrass	**23% Better**	**33% Better**

If you're looking for a top quality Kentucky bluegrass that stands up under heavy traffic, makes maximum use of fertilizers, is aggressive in its growth so it chokes out weeds, takes up to 65% shade and can be mowed to as close as half an inch...then you need Warren's A-34 BenSun.®

It's the hardy Kentucky bluegrass that's providing better, safer playing fields coast-to-coast in some of the nation's leading stadiums —including San Francisco's Candlestick Park, Denver's Mile High Stadium, Milwaukee's County Stadium, Chicago's Comiskey Park and Baltimore's Memorial Stadium; as well as many famous college and university stadiums.

For the professional groundskeepers that run these operations, there's no room for compromise. When toughness and beauty count, they go with the PROs—Warren's A-34 BenSun® Kentucky Bluegrass Seed and Sod supplied by their Warren's Turf Professional.

"Wherever you put down roots, go with the PROs."

Warren's®
TURF PROFESSIONALS

7502 South Main Street • Crystal Lake, Illinois

Call 1-800-828-TURF(8873) for the name and address of your nearest Warren's Turf Professional.

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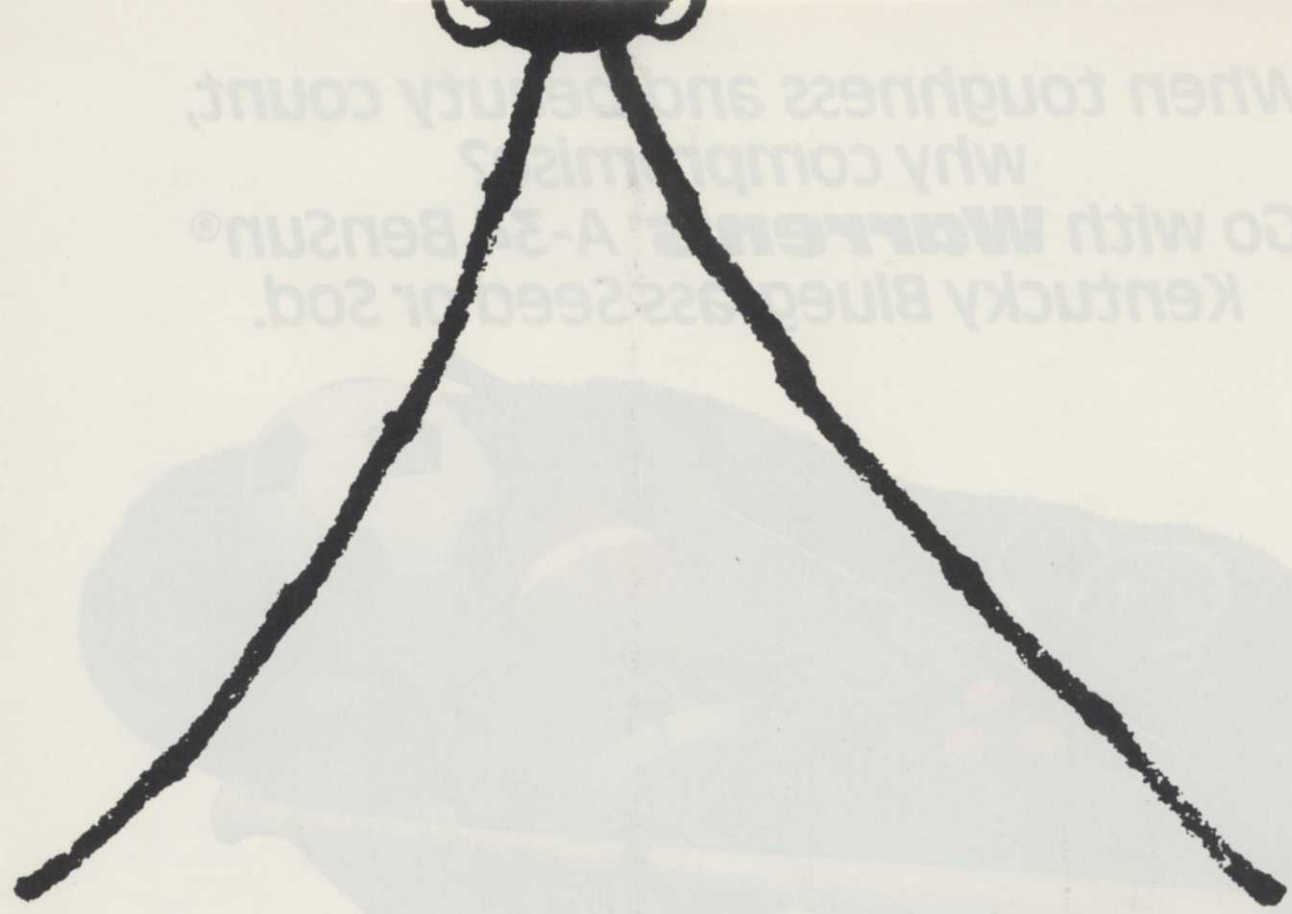

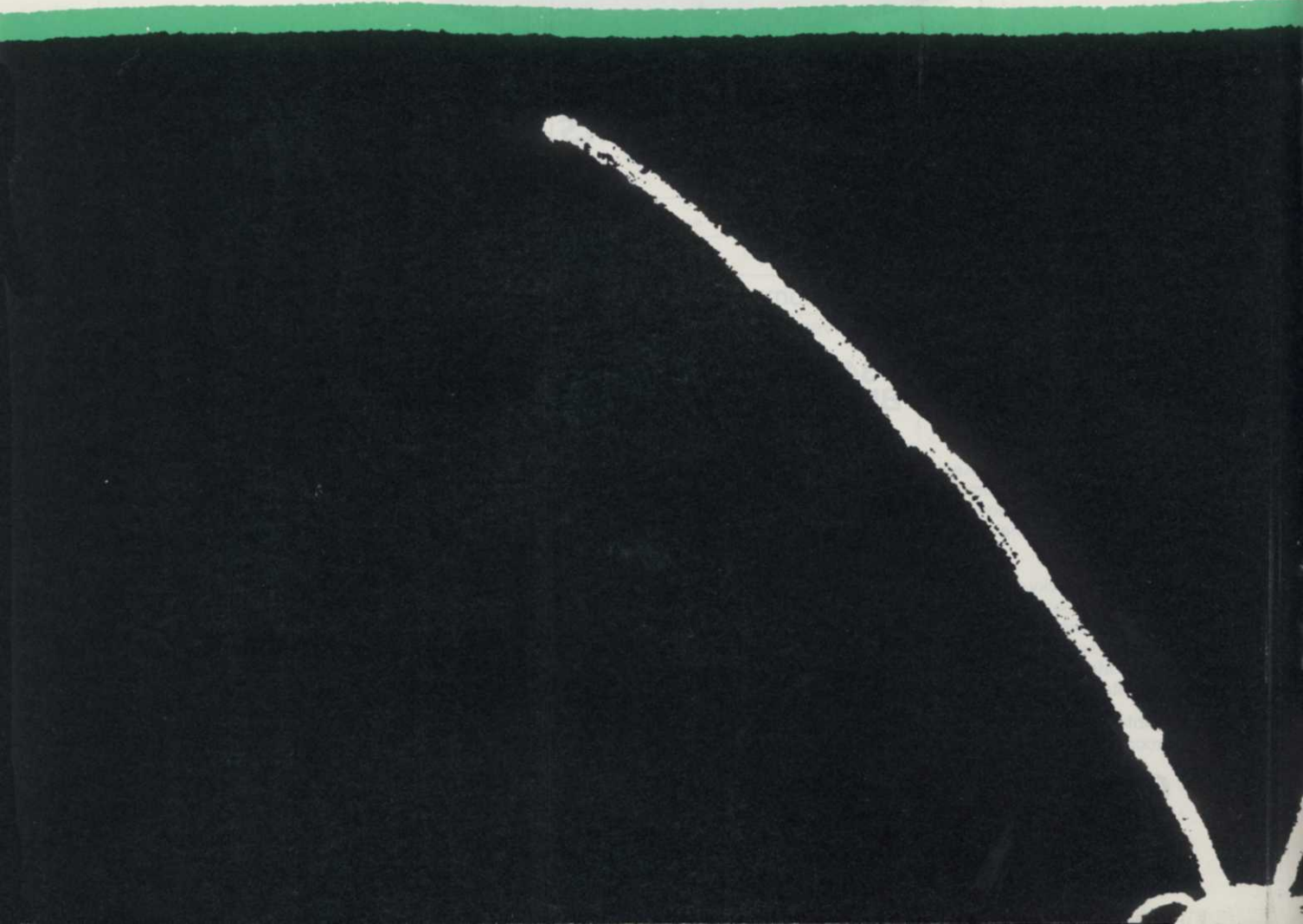

Above and below the call of duty.

Only D-z-n® destroys 52 surface and sub-surface insects.

You know that insects can wreak havoc in lawns and ornamentals.

But D-z-n diazinon gets them where they live. Above and below the soil line. Sod webworms, chinch bugs, armyworms, aphids and more. Including grubs, cutworms and other sub-soil pests. With a quicker kill and longer residual control.

When safety counts.

D-z-n diazinon is so safe it's non-restricted. Use it near homes, hospitals or schools. You need no special clothing or protective equipment.

Mix D-z-n with fertilizers and fungicides. In liquid, granular or powder formulations. The choice is yours. D-z-n diazinon. From the people who invented diazinon over 20 years ago.

Ciba-Geigy, Ag Division, Box 18300, Greensboro, NC 27419.

D-z-n. The bug stops here.

CIBA–GEIGY

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Circle No. 245 on Reader Inquiry Card

Equipment
continued

Arctic Mizer Manufacturers
Arizona Power Equipment Co
John Blue Co
B & W Sales & Mktg Assoc
Central Engineering Co
Central Quality Ind Inc
Country Mfg Inc
Cushman/Ryan-OMC Lincoln
Deppe Ag*Tec Ltd
Gandy Co
Jonathan Green & Sons Inc
Hahn Inc
Herd Seeder Co
Highway Equipment Co
Industrial Leasing Corp
Jacobsen Div Textron Inc
F D Kees Mfg Co
Lesco Inc
National Chemsearch
PBI-Gordon Corp
Precision Products Inc
O M Scott & Sons Proturf Div
Seymour Mfg Co
Sorensen Sprayers Inc
Sta-Green Plant Food Co
Swenson Spreader Co
Trac N Combo
Vandermolen Corp
Vicon Farm Machinery Inc
Warren's Turf Nursery Inc
Western Products
Westheffer Co

Sprig Planters

Finn Corp

Straw Blowers

Bowie Industries Inc
Finn Corp
Reinco Inc

Stump Cutters

Chipmore Mfg Co
Heckendorn Mfg Co
Karl Kuemmerling Inc
Lindig Mfg Corp
Olathe Mfg Inc
Promark Products Inc
Rayco Mfg Inc
Sidefire Inc
Vermeer Mfg Co
Winkler Hydraulics

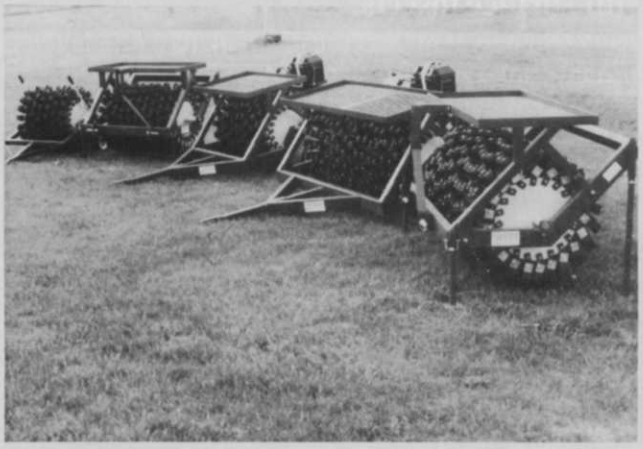
Sweepers

Ariens Co
Arizona Power Equipment Co
Atwater Strong Div
Billy Goat Industries Inc
Bingham Equipment Co
Brouwer Turf Equipment Ltd
J I Case
Central Engineering Co
Dynamic Industries Inc
Ford North American Tractor Operations
Giant Vac Mfg Inc
Grasshopper Co
Gravely
Industrial Leasing Corp
Ingersoll Equipment Co
Jacobsen Div Textron Inc
Lambert Corp
Little Giant Products Inc
Mathews Equipment Co
Melroe Div Clark Equipment
MTD Products Inc
Olathe Mfg Inc
Parker Sweeper Co
Precision Products Inc
Smithco Inc
Sweepster Jenkins Equipment Co
Tennant Co
Toro Co Commercial Prods
Turf Vac Corp
Yard Vac Prods Inc
Yazoo Mfg Co

Tanks, Fiberglass

Agrotec Inc
Best-Way Inc
Broyhill Co

TERRACARE AERATORS



Your Fast, Easy Method to Aerate

The low maintenance and ease of operation will pay for Terra in very short time. Your Terra will leave the surface in excellent condition.

TERRACARE
PRODUCTS CO., INC.

P.O. Box 506
Pardeeville, Wisconsin 53954
Circle No. 166 on Reader Inquiry Card

The fast, efficient, low cost way to turfgrass aeration

Aer Way

NOW* - Topdress and/or overseed simultaneously with our seed-box attachment. - "Special" no-tear bent grass rollers.

The AER-WAY is a low maintenance, low energy aerifier designed especially for hard, compacted traffic and playing areas and sod establishment. The tines are 7" long and the unique, patented design fractures the soil between the tines enhancing the soil profile and its natural capillary action. This allows air, moisture and fertilizer to get to the root system promoting maximum growth and producing thicker, greener turf. And you save on fertilizer and irrigation usage.

Contact us for the name of your nearest AER-WAY dealer.

Holland Equipment Limited
P.O. Box 339, 20 Phoebe St.
Norwich, Ontario N0J 1P0
Telephone: (519) 863-3414

Circle No. 127 on Reader Inquiry Card

Citrus Systems Inc
Fiberglass Unlimited Inc
FMC Corp
Friend Mfg Corp
Kay Park Rec Corp
Kuker Industries Inc
Llo-Mar Mfg Inc
Master Sprayers Inc
Pex Inc
Power Spray Technology Inc
Professional Turf Specialties
Raven Industries Inc
Sorensen Sprayers Inc
Strong Ent Inc
Tuflex Mfg Co
Westheffer Co

Tanks, Metal

Agrotec Inc
John Blue Co
Broyhill Co
Clinton Engines Corp
Fabridyne Inc
Friend Mfg Corp
Great Northern Equipment Co
Kay Park Rec Corp
Minnesota Wanner Co
Pex Inc
Professional Turf Specialties
Westheffer Co
Winkler Hydraulics

Tillers, Tractor-Mounted

Arizona Power Equipment Co
Bingham Equipment Co
FMC Corp
Ford North American Tractor Operations
Howard Rotovator Co
Industrial Leasing Corp
Ingersoll Equipment Co
Long Mfg NC Inc
MAM Tractors
MTD Products Inc
Steiner Corp
Tradewinds Inc
Woods Div Hesston Corp

Tool Boxes

Deere & Co
Halls Safety Equipment Inc
Handy Mandy Mfg
Hi-Ranger Inc
Nevr-Rust Tool-Tainer Inc
Reading Body Works Inc
Rotocast Plastic Products Inc
Winkler Hydraulics

Topdresser

Cushman/Ryan-OMC Lincoln
Hahn Inc
Jacobsen Div Textron Inc
Turfco Mfg Inc
Vicon Farm Machinery Inc

Tractors & Attachments

American Trencher
Ariens Co
Arizona Power Equipment Co
Bingham Equipment Co
Brinly-Hardy Co
Roscoe Brown Corp
J I Case
Cushman/Ryan-OMC Lincoln
Deere & Co
Engineering Products Co
Ford North American Tractor Operations
Goodall Div Bunton Co
Gravely
Guest Industries Inc
Industrial Leasing Corp
Ingersoll Equipment Co
International Harvester Co
Jacobsen Div Textron Inc
Kubota Tractor Corp
Long Mfg NC Inc
MAM Tractors
Massey-Ferguson
McMillen Div
Mitsubishi AG Machinery Co Ltd
Morbark Industries Inc
MTD Products Inc
Precision Products Inc
Ransomes Inc
Steiner Corp

Built to last . . .RUGGED & VERSATILE

MIGHTY MAX FLAIL MOWERS

FOR MOWING, THATCHING, & WEED CUTTING

Introducing The **ALL NEW** *Front Mount Unit*

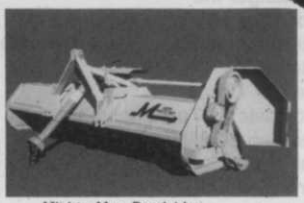
Excellent for:
PARKS, SCHOOLS, COMMERCIAL GROUNDS, GOLF COURSES & UNDEVELOPED AREAS

(61" Cutting Width)

PROVEN 3-POINT HITCH SYSTEMS:

Mighty Max Category — 1
C148 — (46" cutting width)
C160 — (58" cutting width)
C172 — (70" cutting width)

Mighty Max Super Series
SC174 — (74" cutting width)
SC188 — (88" cutting width)
SC1100 — (100" cutting width)



Mighty Max Roadsider
For roadside maintenance & high brush areas.
RCS188 — (88" cutting width)

Front Mount Unit Is Adaptable To Most Leading Turf Maintenance Machines!

VRISIMO MANUFACTURING, INC., 2905 Railroad Ave., P.O. Box 699, Ceres, CA 95307 (209) 537-5746

Circle No. 172 on Reader Inquiry Card

Equipment

continued

Toro Co Commercial Prods
United Farm Tools Inc
Wheel Horse Products Inc
Worksaver Inc
Yanmar Tractor (USA) Inc
Yazoo Mfg Co
York Modern Corp

Trailers

Agrotec Inc
Ariens Co
Bingham Equipment Co
John Blue Co
Bock Industries Inc
Broyhill Co
Country Mfg Inc
Deere & Co
Ditch Witch
Eagle Vehicles Inc
Fabridyne Inc
Fox Valley Marking Systems Inc
Giant Vac Mfg Inc
Handy Mandy Mfg
Holsclaw Brothers Inc
Jacobsen Div Textron Inc
Life Time Products
Magline Inc
Minnesota Wanner Co
Olathe Mfg Inc
Precision Products Inc
Prentek Corp
Rivlex Industries Inc
Smithco Inc
Snowco Inc
Taylor-Dunn Mfg Co
Wells Cargo Inc
Westheffer Co
Yazoo Mfg Co

Traps, Animal

Fox Valley Marking Systems Inc
Woodstream Corp

Tree Movers, Spades

Big John Tree Transplanter Mfg Inc
Caretree Systems Inc
Clegg Nursery Equipment
Industrial Leasing Corp
Melroe Div Clark Equipment
Newman Tree Movers Ltd
Rokor Inc
Schutt's Equipment Co
Trans-Tree Corp
Vermeer Mfg Co

Tree Protectors

Ross Daniels Inc
Eaton Brothers Corp
Fox Valley Marking Systems Inc
International Reforestation Suppliers Inc
V I T Products

Tree Wrap

Arthur Enterprises Inc
Bartlett Mfg Co
Ross Daniels Inc
General Bandages Inc
Hoechst Fibers Industries
Karl Kuemmerling Inc

Trenchers

American Trencher
Auburn Consolidated Industries Inc
Roscoe Brown Corp
J I Case Drott Div
Ditch Witch
Ground Hog Inc
Industrial Leasing Corp
Little Giant Products Inc
Melroe Div Clark Equipment
Seaman-Parsons Corp
Vermeer Mfg Co

Trimmers, Line

Altec Industries Inc
Arizona Power Equipment Co
Beaird-Poulan/Weed Eater Div
Cosco Lawn & Garden
Deere & Co
Goodall Div Bunton Co
Halls Safety Equipment Inc
HMC/Green Machine
Hoffco Inc
Homelite Div Textron Inc
Jacobsen Div Textron Inc
Jameson Corp
Lesco Inc
Locke Mfg Inc
Poulan/Weed Eater
Power Lawnmower Parts Inc
Safety Test & Equipment Co
Shindaiwa Inc
Solo Inc
Stihl Inc
Toro Co Commercial Prods
Vandermolen Corp
Winkler Hydraulics
Yazoo Mfg Co

Trucks/Truck Bodies

Altec Industries Inc
Chevrolet Motor Div
Cushman/Ryan-OMC Lincoln
Great Northern Equipment Co
Handy Mandy Mfg
Henderson Mfg Div Waycrosse Inc
Hi-Ranger Inc
Industrial Leasing Corp
International Reforestation Suppliers Inc
Pitman Div
Prentek Corp
Professional Turf Specialties
Reading Body Works Inc
Rokor Inc
Strong Ent Inc
Winkler Hydraulics

Turf Blocks

Grass Pavers Ltd
Turfgrass Products Corp

Vacuums

Arizona Power Equipment Co
Atwater Strong Div
Billy Goat Industries Inc
Central Engineering Co
E-Z Rake Inc
Giant Vac Mfg Inc
Jacobsen Div Textron Inc
Lambert Corp
Mathews Equipment Co
Milwaukee Electric Tool Corp
MTD Products Inc
Parker Sweeper Co
Toro Co Commercial Prods
Woods Div Hesston Corp
Yard Vac Prods Inc

Vehicles, All-Terrain

Deppe Ag*Tec Ltd
Carl Heald Inc
Industrial Leasing Corp
Pac-Trac
Smithco Inc
SNS Motor Imports Inc
Timberjack Inc

Vehicles, Electric

Columbia Car Corp
Cushman/Ryan-OMC Lincoln
Eagle Vehicles Inc
E-Z-Go Golf Car
Industrial Leasing Corp
Taylor-Dunn Mfg Co

Vehicles, Turf

American Continental Inc
Bajaj America Inc
Columbia Car Corp
Cushman/Ryan-OMC Lincoln
Deppe Ag*Tec Ltd
E-Z-Go Golf Car
Hahn Inc
Carl Heald Inc
Industrial Leasing Corp
Jacobsen Div Textron Inc
Noland Car Co
Olathe Mfg Inc
Pargo Eagle
Professional Turf Specialties
Rivlex Industries Inc
Ross Products
Smithco Inc
SNS Motor Imports Inc
Steiner Corp
Toro Co Commercial Prods
Turf Vac Corp
Westheffer Co

Vibratory Plows

J I Case Drott Div
Ditch Witch
Seaman-Parsons Corp
Turfco Mfg Inc
Vermeer Mfg Co

Washers, Pressure

Agrotec Inc
Broyhill Co

DENSE MAKES SENSE!

Manhattan II guarantees greener turf or greenbacks.

Breakthrough.

Manhattan II's astonishing density surpasses any other ryegrass you can buy.

Ten years of careful research and testing has resulted in a ryegrass that's so dense, it gives you up to 40% more green grass, seed for seed, compared to other turf-type ryegrasses. What does it mean for you? Read on!

Wears better, looks better, lasts longer! Super density does it!

This was the best you could get – until Manhattan II.

Economical.

Manhattan II is not only beautiful, it's beautifully practical. Because of its unusual density, it actually crowds out weeds. So it needs less herbicides. And it cuts clean and sharp, with no frayed leaf tips.

Ball sits up so pretty, it's almost like teeing up on the fairway.

Tough.

Manhattan II has very good resistance to Rhizoctonia brown patch, leaf spot, crown rust and stem rust. Add drought and heat tolerance and you've got a turfgrass that's tough and persistent.

Greener turf or greenbacks.

If you don't agree that Manhattan II is everything we say it is: denser, greener and tougher than the ryegrass you're using now, we'll send you a check for $50.00. Ask for complete details.

Manhattan II

There's more to it.

Manhattan II sounds terrific:
☐ Have someone contact me.
☐ Send your free technical bulletin and more information on your "Greenbacks" guarantee.

NAME _____

ADDRESS _____

CITY _____

STATE _____ ZIP _____

Mail to: Turf Merchants, Inc., P.O. Box 1467, Albany, OR 97321

Turf Merchants, Inc., Albany, OR/Turf Seed Inc., Hubbard, OR

Circle No. 139 on Reader Inquiry Card

Equipment

continued

Citrus Systems Inc
Delco Mfg Co
Dutton-Lainson Co
FMC Corp
Ford North American Tractor Operations
Friend Mfg Corp
Llo-Mar Mfg Inc
Minnesota Wanner Co
Northeast Industries Inc
Pex Inc
Sensation Power Equipment Div Gilson Bros Co
Sioux Steam Cleaner Corp
Solo Inc
Strong Ent Inc
Trebor Corp
Westheffer Co

2. Equipment Companies

Acme North America Corp
5209 W 73 St
Minneapolis MN 55435
612-835-2423

★Advanced Drainage Systems Inc
3300 Riverside Dr
Columbus OH 43221
614-457-3051

AEG Power Tool Corp
1 Winnenden Rd
Norwich CT 06360
203-886-0151

Ag-Rain Inc
600 S Schrader
Havana IL 62644
309-543-4425

Ag-Share Computer Systems Inc
3334 Sheridan Blvd
Denver CO 80212
303-455-8734

★Agriculture Service Corp
5240 Gaffin Rd SE
Salem OR 97301
503-581-8899

Agrotec Inc
PO Box 49
Pendleton NC 27862
919-585-1222

Alamo Group
609 N 123 Bypass
Sequin TX 78155
512-379-1480

Algoma Net Co
1525 Mueller St
Algoma WI 54201
414-487-5577

Allegheny International Hardware Group
465 Railroad Ave
PO Box 3500
Shiremanstown PA 17011
717-737-1500

Alpina North America
Box 301
Northport WA 99157
604-367-9202

Altec Industries Inc
PO Box 10264
Birmingham AL 35202
205-969-3400

American Continental Inc
Box 280
Willmar MN 56201
612-235-1752

★American Enka Co
Sand Hill Rd
Enka NC 28728
704-667-7713

American Honda Motor
100 W Alondra Blvd
Gardena CA 90247
213-327-8280

American Playground Device Co
1801-31 S Jackson St
PO Drawer 2599
Anderson IN 46011
317-642-0288

American Stamp Co
PO Box 741
Reseda CA 91335
818-881-2808

American Standard Co
West St
PO Box 325
Plantsville CT 06479
203-628-9643

American Trencher
503 Gay St
PO Box 266
Delhi IA 52223
319-922-2981

Ames Co
Camden & Broadway Ave
Parkersburg WV 26101
304-424-3000

AMETEK/Plymouth Prods Div
502 Indiana Ave
PO Box 1047
Sheboygan WI 53082-1047
414-457-9435

Anchor/Swan Corp
PO Box 509
Worthington OH 43085
614-548-6511

Aquamarine Corp
225 N Grand Ave
Waukesha WI 53186
414-547-0211

Aquatic Irrigation Systems Inc
619 "E" E Gutierrez St
Santa Barbara CA 93103
805-965-5125

Aquaturf
11363 San Jose Blvd
Jacksonville FL 32217
904-268-6707

Architectural Precast Inc
2021 Longwood Ave
PO Box 23110
Columbus OH 43223
614-875-0963

Arctic Mizer Manufacturers
2120 E Norwich St
St Francis WI 53207
414-744-4160

Ariens Co
655 W Ryan St
Brillion WI 54110
414-756-2141

Arizona Power Equipment Co
12001 N Cave Creek Rd
Phoenix AZ 85020
602-944-5591

Arthur Ent Inc
2221 Cape Cod Way
Santa Ana CA 92703
714-558-9561

Asplundh Mfg Div
50 E Hamilton St
Chalfont PA 18914
215-822-0542

★Atwater Strong Div
6284 Waterloo Rd
PO Box 68
Atwater OH 44201
216-947-2344

Auburn Consolidated Industries Inc
2100 S "J" St
PO Box 350
Auburn NE 68305
402-274-4911

Auto Crane Co
9260 Broken Arrow Expressway
Tulsa OK 74145
918-627-9475

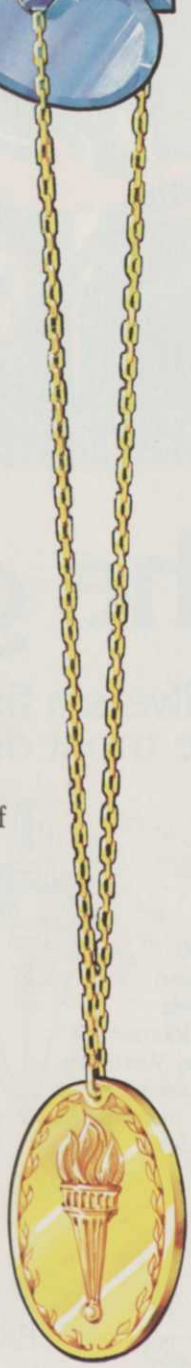
Badger Chipper Co
6 Johnson Court
Bay City MI 48706
517-894-4578

Bajaj America Inc
1237 Gadsden St
Columbia SC 29201
803-779-5361

★Barebo Inc/Otterbine
Rd 1
PO Box 217
Emmaus PA 18049
215-965-6018

MERIT

If they held an Olympics for Bluegrass, Merit would win the Gold



Consistently rated a winner for turf quality, color and sod strength, it has also been cited for its resistance to both leaf and dollar spot.

A variety with outstanding seedling vigor, it has won high ratings in shade trials and has excellent spring color.

The record proves Merit is a performer. It was ranked Number 1 for turf quality in a three-year University of California trial in competition with 43 varieties, topping Adelphi, Baron, Columbia, Cheri, Victa, Rugby, Sydsport, Ram I, and Parade.

It has also outperformed Baron, Nugget, Fylking, Adelphi, Glade, and Bonnieblue in various trials such as 1972 NE-57, in New York, in an eight-year Purdue study, a three-year Ohio trial and in a four-year Missouri test.

Note: Merit is marketed in Canada as "Regent Kentucky Bluegrass."

Merit...it's a Kentucky Bluegrass worth looking into

FULL CIRCLE, INC.

P.O. Box 49 Madras, Oregon 97741 (503) 475-3877

CENEX *A Subsidiary of Cenex*

Circle No. 119 on Reader Inquiry Card

The gentle giant

Delivers a fine, tournament-quality cut on the most demanding mowing schedule.

Jacobsen's HF-15. A rugged, self-contained production mowing machine with a long-legged stride to cover up to 60 acres a day. Yet its seven hydraulically driven reels deliver an unsurpassed tournament-quality cut. Day after day. Wet or dry. Because the reels are out-front, the turf remains standing and undamaged when it meets the blades.

As the tractor turns, so do the mowers. So they cut concentric to the mowing path. To eliminate skidding, skipping and turf damage.

Reel speed is variable for the smoothest possible cut. And they are reversible. So you can backlap them to keep a razor-sharp edge. And kick out sticks and stones that may lock in the reel.

And if that weren't enough, hydraulically driven vertical mowers can be fitted to the HF-15's mower frames. For thatch removal and turf thinning prior to overseeding.

The high-production HF-15; gas or diesel. A giant mowing machine with a delicate touch. Only from Jacobsen. Lease and finance plans are available.

Jacobsen Division of Textron, Inc.
1721 Packard Avenue
Racine, WI 53403 J-7-4

TPC

JACOBSEN
TEXTRON
Jacobsen Division of Textron Inc.

Engineered from the ground up.

Photographed at the Tournament Players' Club, Ponte Vedra, Florida.

®Jacobsen Division of Textron Inc. 1984

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Equipment Companies

continued

Bartlett Mfg Co
3003 E Grand Blvd
Detroit MI 48202
313-873-7300

Beaird-Poulan/Weed Eater
9020 Flournoy Lucas Rd
Shreveport LA 71129
318-687-0100

Beck Mfg Co
1510 Pumphrey Ave
PO Box 2014
Auburn AL 36830
205-821-4600

Best-Way Inc
1315 S Eighth St
Box S
Clear Lake IA 50428
515-357-6155

B & G Equipment Co
Applebutter Rd
Plumsteadville PA 18949
800-544-8811

★Big John Tree Transplanter Mfg Inc
Hwy 110 E
PO Box 608
Heber Springs AR 72345
501-362-8161

BigToys
2601 S Hood St
Tacoma WA 98409
206-572-7611

Billy Goat Industries Inc
PO Box 308
Lee's Summit MO 64063
816-524-9666

Bingham Equipment Co
710 N 195th Ave
Buckeye AZ 85326
602-247-7638

BlueBird Int'l Inc
2778 S Tejon
Englewood CO 80110
303-781-4458

John Blue Co
2800 Bob Wallace Ave
Huntsville AL 35805
205-536-5581

Bock Industries Inc
57540 SR 19 S
PO Box 1027
Elkhart IN 46515
219-295-8070

Bolens Corp
215 S Park St
Port Washington WI 53074

Bomford & Evershed Ltd
Salford Priors
Evesham Worcs WR11 5SW
England
0789-773383

Bouldin & Lawson Inc
Rte 10 Box 208
McMinnville TN 37110
615-668-4090

★Bowie Industries Inc
1004 E Wise St
Bowie TX 76230
817-872-1106

Briggs & Stratton Corp
PO Box 702
Milwaukee WI 53201
414-259-5333

Brinly-Hardy Co
340 E Main St
Louisville KY 40202
502-585-3351

★Brouwer Turf Equipment Ltd
Woodbine Ave, R R 2
Keswick ON L4P 3E9
Canada
416-476-4311

Roscoe Brown Corp
Rte 1 Box 48
Lenox IA 50851
515-333-4551

Broyhill Co
N Market Square
Dakota City NE 68731
402-987-3412

Buck Haven Industries Inc
Box 112
Northport WA 99157
604-367-7822

Buffalo Turbine Agricultural Equipment Co
Industrial Place
PO Box 150
Gowanda NY 14070
716-532-2272

★Bunton Co
4601 E Indian Trail
PO Box 33247
Louisville KY 40232
502-966-0550

Bush Hog Implement Div
Allied Products Corp
2501 Griffin Ave
Selma AL 36701
205-872-6261

B & W Sales & Mktg Assoc
4047-A Jonesboro Rd
Forest Park GA 30050
404-366-0957

★Cambridge Soil Services of America Inc
106 Robert Gene St
Glencoe AL 35905
205-492-7847

Caretree Systems Inc
160 Outerbelt St
Columbus OH 43213
614-861-7775

Laurie Carlson & Assoc Ltd
PO Box 35
Waunakee WI 53597
608-849-4770

Carmel Chemical Corp
17303 US 31 N
PO Box 406
Westfield IN 46074
317-896-2933; 800-428-4367

J I Case Outdoor Power Equipment Div
119 S First St
Winneconne WI 54986
414-582-4455

Caterpillar Lift Trucks
Mfg by Towmotor Corp
7800 Tyler Blvd
Mentor OH 44060
216-255-5611; 800-528-6050

Caterpillar Tractor Co
100 NE Adams
Peoria IL 61528

Cellin Mfg Inc
9610 Guston Cove Rd
Lorton VA 22079
703-690-1195

Central Engineering Co
4429 W State St
Milwaukee WI 53208
414-933-4567

Central Quality Industries Inc
900 S Division Ave
Polo IL 61064
815-946-2311

Central States Mainline
US 40 & State 38
London OH 43140

Champion Sprinkler Mfg Co
1460 N Naud St
Los Angeles CA 90012
213-221-2108

A B Chance Co
210 N Allen
Centralia MO 65240
314-682-8509

Chemilizer Products Inc
12745 49th St N
Clearwater FL 33520
813-576-7211

Chevrolet Motor Div GMC
30007 Van Dyke Ave
Warren MI 48090
313-492-5566

Chipmore Mfg Co
6 Johnson Ct
Bay City MI 48706
517-894-4578

Chisholm-Ryder Co
College & Highland Ave
Niagara Falls NY 14305
716-285-9186

★J A Cissel Mfg Co
Squawkum Yellowbrook Rd
PO Box 339
Farmingdale NJ 07727
201-938-6600; 800-631-2234

Citrus Systems Inc
1300 E Hwy 50

Equipment Companies

continued

Winter Garden FL 32787
305-656-6858

Clark Equipment Co (See Melroe Div)

★Clean City Squares Inc
PO Box 6797
St Louis MO 63144
314-968-2950

Clean-Flo Laboratories Inc
4342 Shady Oak Road
Hopkins MN 55343
612-935-2137

Clegg Nursery Equipment
Michigan Ave & Naperville Rd
Plainfield IL 60544
815-436-2357

Clements Associates Inc
RR 1 Box 162A
Newton IA 50208
515-792-8285

Clinton Engines Corp
Clark & Maple Sts
Maquoketa IA 52060
319-652-2411

Club Car Inc
PO Box 4658
Augusta GA 30907
404-863-3000

Columbia Car Corp
One Golf Car Rd
Deerfield WI 53531
608-764-5474

Columbia Cascade Timber Co
1975 SW Fifth Ave
Portland OR 97201
503-223-1157

Comanche Steel Products Inc
343 N W White Rd
PO Box 20128
San Antonio TX 78220
512-333-5210

★Continental Custom Bridge Co
Rte 5 Box 178
Alexandria MN 56308
612-852-7500

★Conwed Corp
444 Cedar St
St Paul MN 55101
612-221-1100

Cosco Lawn & Garden
808 Blue Mound Rd
Fort Worth TX 76179
817-232-2150

★Country Mfg Inc
PO Box 104-K3
Fredericktown OH 43019
614-694-9926

Howard S Crane Inc
Rte 365 Box 88
Oneida NY 13421
315-363-3390

Creative Sales Inc
222 N Park Ave
Fremont NE 68025
402-727-4800

★Cushman Ryan/OMC Lincoln
900 N 21st St
PO Box 82409
Lincoln NE 68501
402-475-9581

Custom Products of Litchfield Inc
Box 718
Litchfield MN 55355
612-693-3221

Ross Daniels Inc
1720 Fuller Rd
PO Box 65430
West Des Moines IA 50265-0430
515-225-6471

Dayni Controls Mfg Co
18414 Eddy St
Northridge CA 91325
818-349-8367

★Dedoes Industries Inc
1060 W West Maple
PO Box 575
Walled Lake MI 48088
313-624-7710

Deep Root Corp
7354 Bolsa Ave
Westminster CA 92683
714-898-0563

★Deere & Co
John Deere Rd
Moline IL 61265
309-752-8000

Delavan Corp
811 Fourth St
West Des Moines IA 50265
515-274-1561

Delco Mfg Co
PO Box 69
Siloam Springs AR 72761
501-524-6471

Delmarva Textile Co
254 N Rehoboth Blvd
Milford DE 19963
302-422-7531

Deppe Ag*Tec Ltd
Box 464
Burlington ON L7R 3Y3
Canada
416-527-6620

Devpro Insectocutor Div
80 Telegraph Rd
PO Box 46
Middleport NY 14105
716-735-7768

Didier Mfg
7777 N 73rd St
Milwaukee WI 53223
414-354-2328

★Ditch Witch
PO Box 66
Perry OK 73077
405-336-4402

Doggett Corp
Cherry St
Lebanon NJ 08833
201-236-6335, 6336

Dragon Irrigation Equipment by Wes-Co
910-23rd Ave
Oakland CA 94606
415-534-3320

Dutton-Lainson Co
1601 W Second St
PO Box 729
Hastings NE 68901
402-462-4141

Dynamic Industries Inc
201 W Main Ave
Barnesville MN 56514
218-354-2211; 800-346-4858

Eagle Vehicles Inc
8181 Hoyle Ave
Dallas TX 75227
214-388-7431

Eaton Brothers Corp
3530 Lakeview Rd
PO Box 60
Hamburg NY 14075
716-649-8250

Echo Inc
3150 MacArthur Blvd
Northbrook IL 60062
312-291-2800

Edmont Div Becton Dickinson & Co
1300 Walnut St
Coshocton OH 43812
614-622-4311

Edwards Equipment Co
4312 Main St
Yakima WA 98903
509-248-1770

Ellis Mfg Co
107 W Railroad St
PO Box 246
Verona WI 53593
608-845-6472

Emblidge Corp
1566 Cameron-Crescent Dr Ste 22B
Reston VA 22090
703-435-8013

Encap Products Co
PO Box 278
Mt Prospect IL 60056
312-593-6464

Engineering Products Co (Power King)
2021 MacArthur Rd
PO Box 1510
Waukesha WI 53187
414-547-5558

Erocon Pacific Corp
PO Box 506
Enumclaw WA 98022
206-825-7217

Erosion Control Systems/Gulf States Paper Corp
1400 River Rd NE
Tuscaloosa AL 35404
205-553-6200

★Excel Industries Inc
PO Box 7000
Hesston KS 67062
316-327-4911

Exmark Mfg Co
Industrial Park
PO Box 674
Beatrice NE 68310
402-223-4010

★E-Z-Go Golf Car
Marvin Griffin Rd
PO Box 388
Augusta GA 30913-2699
404-798-4311 Ext 520

E-Z Rake Inc
1001 S Ransdell Rd
Lebanon IN 46052
317-482-1662

Fabridyne Inc
S Hwy 22
PO Box 1040
Litchfield MN 55355
612-693-7251

Fairmont Hydraulics Div Fairmont Railway Motors-Harsco Corp
415 N Main
Fairmont MN 56031
507-235-3361

Fanno Saw Works
224 W Eighth Ave
Chico CA 95926
916-895-1762

Feldmann Engineering & Mfg Co
633 Monroe St
PO Box 153
Sheboygan Falls WI 53085
414-467-6167

Fert-O-Ject
4701 Old San Jose Rd
Santa Cruz CA 95065
408-475-5122
Mail To: PO Box 889
Soquel CA 95073

Fiberglass Unlimited Inc
PO Box 1297
Watertown SD 57201
605-886-5137

★Finn Corp
2525 Duck Creek Rd
Cincinnati OH 45208
513-871-2529

★FMC Corp
5601 E Highland
Jonesboro AR 72401
501-935-1970

Foley-Belsaw Co
3300 NE Fifth St
Minneapolis MN 55418
612-789-8831; 800-328-2416

★Ford North American Tractor Operations
2500 E Maple Rd
Troy MI 48084
313-643-2000

★Foresight Industries Inc
2114 Pioneer Ave
Cheyenne WY 82003
307-635-4163

Fox Valley Marking Systems Inc
172 S Northwest Hwy
Cary IL 60013
312-639-5744; 800-323-4770

★Franklin Electric Co
400 E Spring St
Bluffton IN 46714
219-824-2900

Friend Mfg Corp
4441 Prospect St
Gasport NY 14067
716-772-2622

★Fuerst Brothers Inc
PO Box 356
Oregon IL 61061
815-732-3239

Circle No. 153 on Reader Inquiry Card

Equipment Companies

continued

FXG Corp
3 Sullivan St
Woburn MA 01801
617-933-8428

Gandy Co
PO Box 528
Owatonna MN 55060
507-451-5430

General Bandages Inc
8300 Lehigh Ave
Morton Grove IL 60053
312-966-8383

Giant Vac Mfg Inc
Machine Shop Rd
South Windham CT 06266
203-423-7741

Gilmour Mfg Co
Drum Ave
PO Box 838
Somerset PA 15501
814-443-4802

★Glenmac Inc
1805 Second Ave SW
PO Box 1398
Jamestown ND 58401
800-437-9779; 701-252-9300

Oliver Godwin
3530 S Pine Ave
Ocala FL 32671
904-351-1918

Go-Fore
8228 Goldie St
Walled Lake MI 48088

★Goodall Div Bunton Co
4601 E Indian Trail
Louisville KY 40213
502-459-0550

Gould
Ten Gould Center
Rolling Meadows IL 60008
312-640-4000

Grand Rock Co
8805 East Ave
Mentor OH 44060
216-951-1967

★Grasshopper Co
PO Box 637
Moundridge KS 67107
316-345-8621

Grass Pavers Ltd
3807 Crooks Rd
Royal Oak MI 48073
313-549-4046

Gravely
One Gravely Ln
Clemmons NC 27012
919-766-4721

Great Northern Equipment Co
3550 Great Northern Ave
Springfield IL 62707
217-787-9870

Jerry Clipper
5447 Stillwater Blvd N
Stillwater MN 55082
612-439-4910

Jonathan Green & Sons Inc
Squawkum-Yellowbrook Rd
PO Box 326
Farmingdale NJ 07727
201-938-7007

Green Pro
S Franklin St
Hempstead NY 11550
800-645-6464

Ground Hog Inc
25010 E Fifth St
San Bernardino CA 92410
714-888-2818

GTE Sylvania Lighting
Sylvania Lighting Center
Danvers MA 01923
617-777-1900

Guest Industries Inc
3601 Winsted Rd
Torrington CT 06790
800-243-5390; 203-482-1118 (CT)

Haban Mfg Co
2100 Northwestern Ave
Racine WI 53404
414-637-8388

Hach Co
PO Box 389
Loveland CO 80539
800-525-5940

★Hahn Inc
1625 N Garvin St
Evansville IN 47711-4596
812-428-2021; 812-428-2025

Hall's Safety Equipment Inc
Box 230
Grove City PA 16127
412-458-7202

Hancor Inc
401 Olive St
Findlay OH 45840
419-422-6521

Handy Mandy Mfg
317 S Seventh
PO Box 269
Perry OK 73077
405-336-5222

★Clifford B Hannay & Son Inc
600 E Main St
Westerlo NY 12193
518-797-3791

Hardie Irrigation
27671 La Paz Rd
Laguna Niguel CA 92677
714-831-6000

Delmer F Harris Co
517 Broadway
PO Box 278
Concordia KS 66901
913-243-3321

★Carl Heald Inc
PO Box 1148
Benton Harbor MI 49022
616-849-3400 (MI); 800-253-1030

★Heckendorn Mfg Co
Box 88
Cedar Point KS 66843
316-274-4201

Hellige Inc
877 Stewart Ave
Garden City NY 11530
516-222-0300

Henderson Mfg Co
1085 S Third
Manchester IA 52057
319-927-2828

Hendrix & Dail Inc
803 Industrial Blvd
PO Box 648
Greenville SC 27835-0648
919-758-4263

★Herd Seeder Co
3600 E US 35 SE
PO Box 448
Logansport IN 46947
219-753-6311

Highway Equipment Co
616 D Ave NW
Cedar Rapids IA 52405
319-363-8281

Hill's Liqui-Systems
Victoria TX 77901

Hinds Int'l Inc
700 NE Multnomah Ste 1433
Portland OR 97232
503-234-7411

Hi-Ranger Inc
N4 W22610 Bluemound Rd
Waukesha WI 53186
414-547-1000

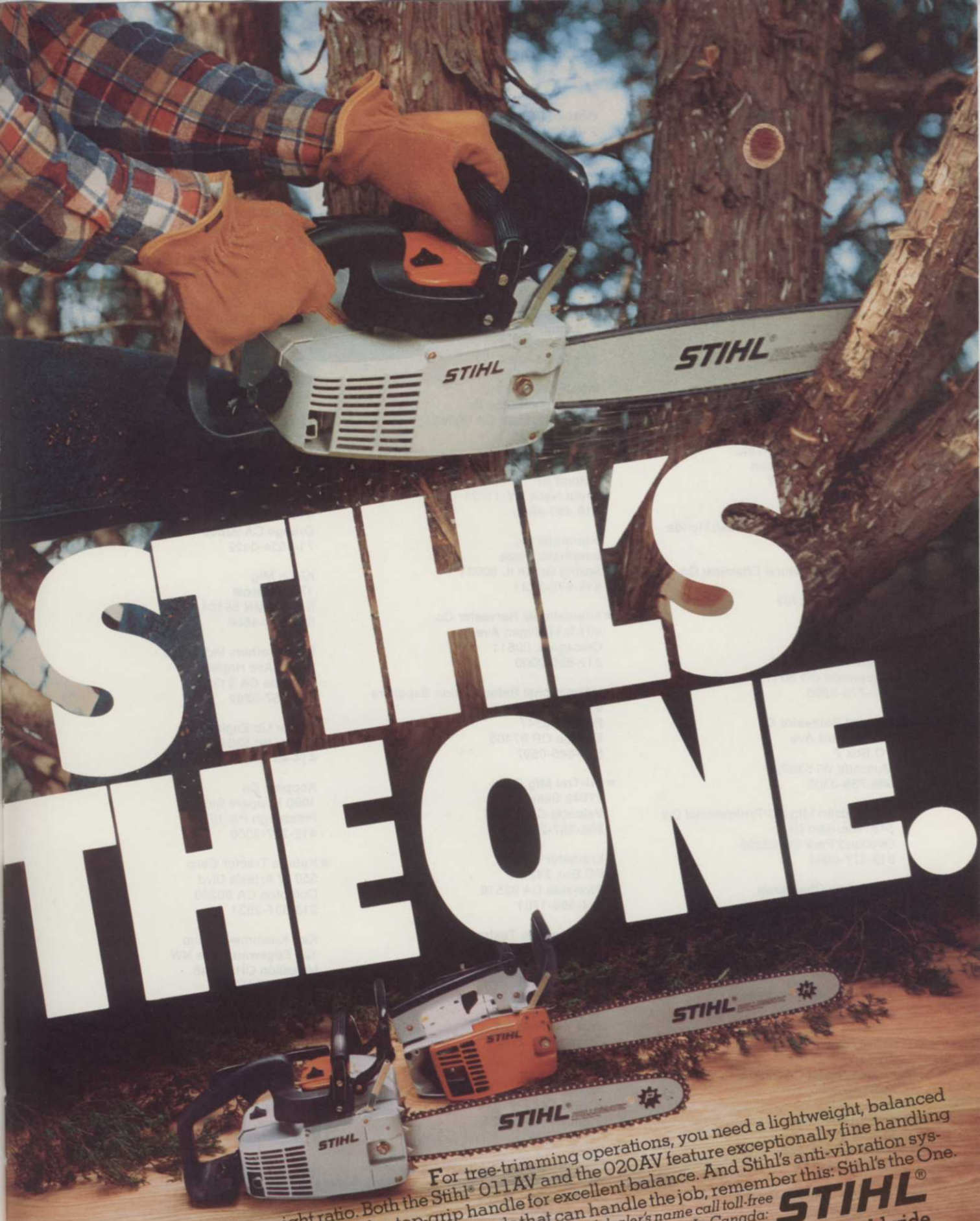
★HMC/Green Machine
20710 S Alameda St
Long Beach CA 90810
213-603-9888

Hockney Underwater Weed Cutters
913 Cogswell
Silver Lake WI 53170
414-889-4581

Hoechst Fibers Industries
PO Box 5887
Spartanburg SC 29304
800-854-7597

★Hoffco Inc
358 NW F St
Richmond IN 47374
317-966-8161

Holan/Dorsey Trailers Inc
839 Everee Inn Rd
PO Box 118
Griffin GA 30224
404-227-9423



STIHL'S THE ONE.

For tree-trimming operations, you need a lightweight, balanced saw with good power to weight ratio. Both the Stihl® 011AV and the 020AV feature exceptionally fine handling for pro and semi-pro work. Along with a top-grip handle for excellent balance. And Stihl's anti-vibration system and Quickstop™ chain brake. For professional tools that can handle the job, remember this: Stihl's the One.

For sales and service, see the Yellow Pages under "saws." For your local dealer's name call toll-free 1-800-528-6050, Ext. 1430. In Arizona call 1-800-352-0458, Ext. 1430. In Canada: Stihl Ltd., P.O. Box 2364, London, Ontario N6A-4G3.

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★Holland Hitch Co
20 Phoebe St
Norwich ON N0J 1P0
Canada
519-863-3414

Holly Filter
31820 Via Ararat
Bonsall CA 92003
714-728-7095

Holsclaw Brothers Inc
1325 E Virginia St
PO Box 4128
Evansville IN 47711
812-423-7721

Homelite Div Textron Inc
14401 Carowinds Blvd
Charlotte NC 28217
704-588-3200

Honda Motor (See American Honda Motor)

Hopkins Agricultural Chemical Co
PO Box 7532
Madison WI 53707
608-222-0624

Hotsy Corp
21 Inverness Way E
Englewood CO 80112
303-770-5200

Howard Rotavator Co
102 Howard Ave
PO Box 7
Muscoda WI 53573
608-739-3106

H D Hudson Mfg Co/Professional Div
3431 Merriam Dr
Overland Park KS 66202
913-677-0094

Husqvarna Chainsaws
224 Thorndale Ave
Bensenville IL 60106
312-595-8500

Hydroflo Corp
Rte 611
Plumsteadville PA 18949
215-766-PUMP

Hydro Rain
27671 La Paz Rd
Laguna Niguel CA 92667
714-831-6000

Hydro Terra Corp
1524 Alameda St
Pomona CA 91768
714-623-3211

★Hypro Div Lear Siegler Inc
375 Fifth Ave NW
New Brighton MN 55112
612-633-9300

Independent Protection Co
1603-09 S Main St
Goshen IN 46526
219-533-4116

Industrial Leasing Corp
2300 SW Sixth Ave
Portland OR 97201
503-228-2111

Ingersoll Equipment Co
119 S First St
Winneconne WI 54986
414-582-4455

Inject-O-Meter Mfg Co
820 Thornton
Clovis NM 88101
505-763-4461

Insect-O-Cutor Inc
1531 Stone Ridge Dr
Stone Mountain GA 30083
404-939-2835

Interlocking Paver Mfg Assoc (IPMA)
5 Bond St
Great Neck NY 11021
516-482-4665

Intermatic Inc
Intermatic Plaza
Spring Grove IL 60081
815-675-2321

★International Harvester Co
401 N Michigan Ave
Chicago IL 60611
312-836-2000

International Reforestation Suppliers
2100 W Broadway
PO Box 5547
Eugene OR 97405
503-345-0597

★Irri-Trol Mfg Co
27940 Beale Ct
Valencia CA 91355
805-257-2333

Irrometer Co
PO Box 2424
Riverside CA 92516
714-689-1701

★Jacobsen Div Textron Inc
1721 Packard Ave
Racine WI 53403
414-637-6711

Jaeco Pump Co
2925 Advance Ln
Colmar Pa 18915
215-822-6000

Jameson Corp
PO Box 240277
Charlotte NC 28224
704-525-5191

Kawasaki Motors Corp USA Engine Div
887 Valley Park Dr
Shakopee MN 55379
612-445-6060

Kay Park Rec Corp
Hwy 218 S
Janesville IA 50647
319-987-2313

K-D Manitou Inc
3120 Gholson Rd
Waco TX 76705
817-799-0232

★F D Kees Mfg Co
700-800 Park Ave
Beatrice NE 68310
402-223-2391

Kel Instruments Co
PO Box 1869
Clifton NJ 07015
201-471-3954

Kembro Inc
PO Box 305
Mequon WI 53092
414-242-2630

★KEM Enterprises Inc
2309-A S Tacoma Way
Tacoma WA 98409
206-473-3770

Kenyon Mfg Inc
1145 W Barkley Ave
Orange CA 92668
714-634-3422

Kinco Mfg
170 N Pascal
St Paul MN 55104
612-644-4666

King Brothers Industries
27781 Ave Hopkins
Valencia CA 91355
805-257-3262

Kohler Co Engine Div
Kohler WI 53044
414-457-4441

Koppers Co
1900 Koppers Bldg
Pittsburgh PA 15219
412-227-2000

★Kubota Tractor Corp
550 W Artesia Blvd
Compton CA 90220
213-537-2531

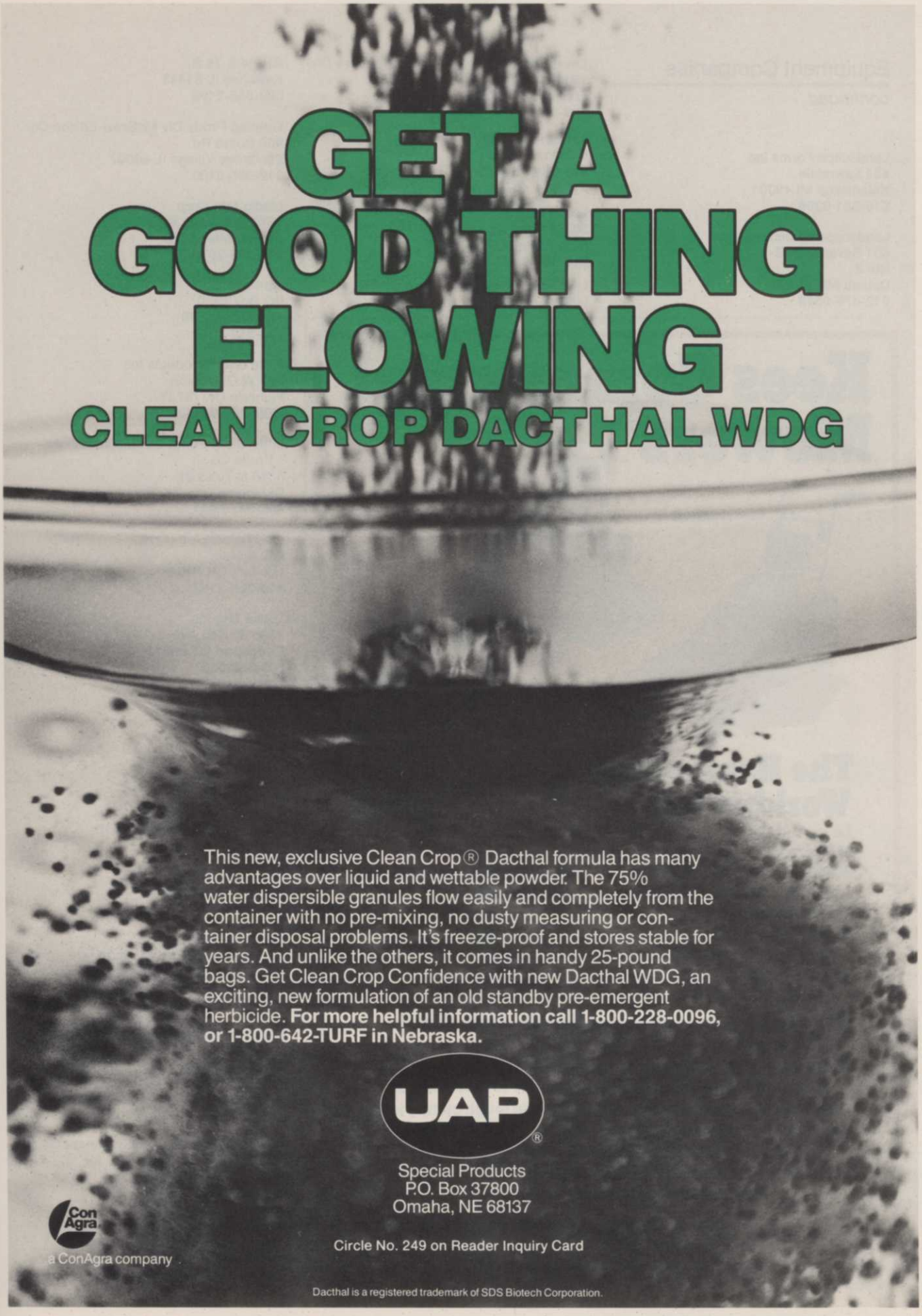
Karl Kuemmerling Inc
129 Edgewater Ave NW
Massillon OH 44646
216-477-3457

Kuker Industries Inc
13709 Industrial Rd
Omaha NE 68137
402-895-3050

★Kut-Kwick Corp
PO Box 984
Brunswick GA 31521
912-265-1630

Lambert Corp
117 S Third St
Ansonia OH 45303
512-337-3641

LaMotte Chemical Prods Co
Rte 213 N
Chestertown MD 21620
301-778-3100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This new, exclusive Clean Crop® Dacthal formula has many advantages over liquid and wettable powder. The 75% water dispersible granules flow easily and completely from the container with no pre-mixing, no dusty measuring or container disposal problems. It's freeze-proof and stores stable for years. And unlike the others, it comes in handy 25-pound bags. Get Clean Crop Confidence with new Dacthal WDG, an exciting, new formulation of an old standby pre-emergent herbicide. For more helpful information call 1-800-228-0096, or 1-800-642-TURF in Nebraska.
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Landscape Forms Inc
431 Lawndale
Kalamazoo MI 49001
616-381-0396

Landscape Structures Inc
601 Seventh St S
Rte 3
Delano MN 55328
612-479-2546

Laval Corp, Claude (Lakos Separators Div)
1911 N Helm
Fresno CA 93727
209-255-1601

Lawnmaker Mfg Co
6 Johnson Ct
Bay City MI 48706
517-894-4579

★Lesco Inc
20005 Lake Rd
Rocky River OH 44116
216-333-9250

Life Time Products
Lift-A-Load
Rte 34 & 78 S
Kewanee IL 61443
309-853-2196

Lighting Prods Div McGraw-Edison Co
400 Busse Rd
Elk Grove Village IL 60007
312-956-8400

Lindig Mfg Corp
1875 W County Rd C
St Paul MN 55113
612-633-3072

Lion Mfg Co
PO Box 7180
Reno NV 89510
702-359-3500

Little Giant Products Inc
201 W Oklahoma
Fairview OK 73737
(405) 227-3711

Little Giant Pump Co Sub Tecumseh Prods Co
3810 N Tulsa St
Oklahoma City OK 73112
405-947-2511

Llo-Mar Mfg Inc
210 S Main
Newkirk OK 74647
405-362-3162

★Locke Mfg Inc
1100 Boston Ave
Bridgeport CT 06610
203-333-3157

Long Mfg NC Inc
1907 N Main St
Tarboro NC 27886
919-823-4151

Lumenite Electronic Co
2331 N 17th Ave
Franklin Park IL 60131
312-455-1450; 800-323-8510

Magline Inc
503 S Mercer St
Pinconning MI 48650
517-879-2411

MAM Tractors
Div Sumitomo Corp of America
22H Cragwood Rd
Avenel NJ 07001
201-388-7888

Marco Sprayers (See Llo-Mar Mfg Inc)

Massey-Ferguson
1901 Bell Ave
Des Moines IA 50315
515-247-2011

Master Craft Industrial Equipment Corp
PO Box 106
Tifton GA 31794
912-386-0610

★Master Mfg Co
119 Main St
PO Box 3806
Sioux City IA 51102
712-258-0108

Kees Commercial Mowers

The Heavy-Duty Workhorses.

Lawn and turf care professionals turn to Kees Mowers for their commercial cutting needs.

- They know our Ultra High Lift Blades and baffled frame design delivers a smooth, even cut and a clean, safe discharge.
- They like the fingertip operation of clutch, brakes, power turning and variable ground speed controls.
- They need the maneuverability and positive hillside handling of a Kees.
- They appreciate the timesaving benefits of our 4-gallon fuel capacity...
- And they want the option of adding our convenient riding sulky and rugged 3-bushel grass catcher to their mower.

Kees Mowers can make short work of those tough cutting jobs, and give you a greater return on your investment. Kees 32", 36" and 48" Mowers...the heavy-duty workhorses!

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KEES™

F. D. KEES MANUFACTURING COMPANY
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Beatrice, Nebraska 68310

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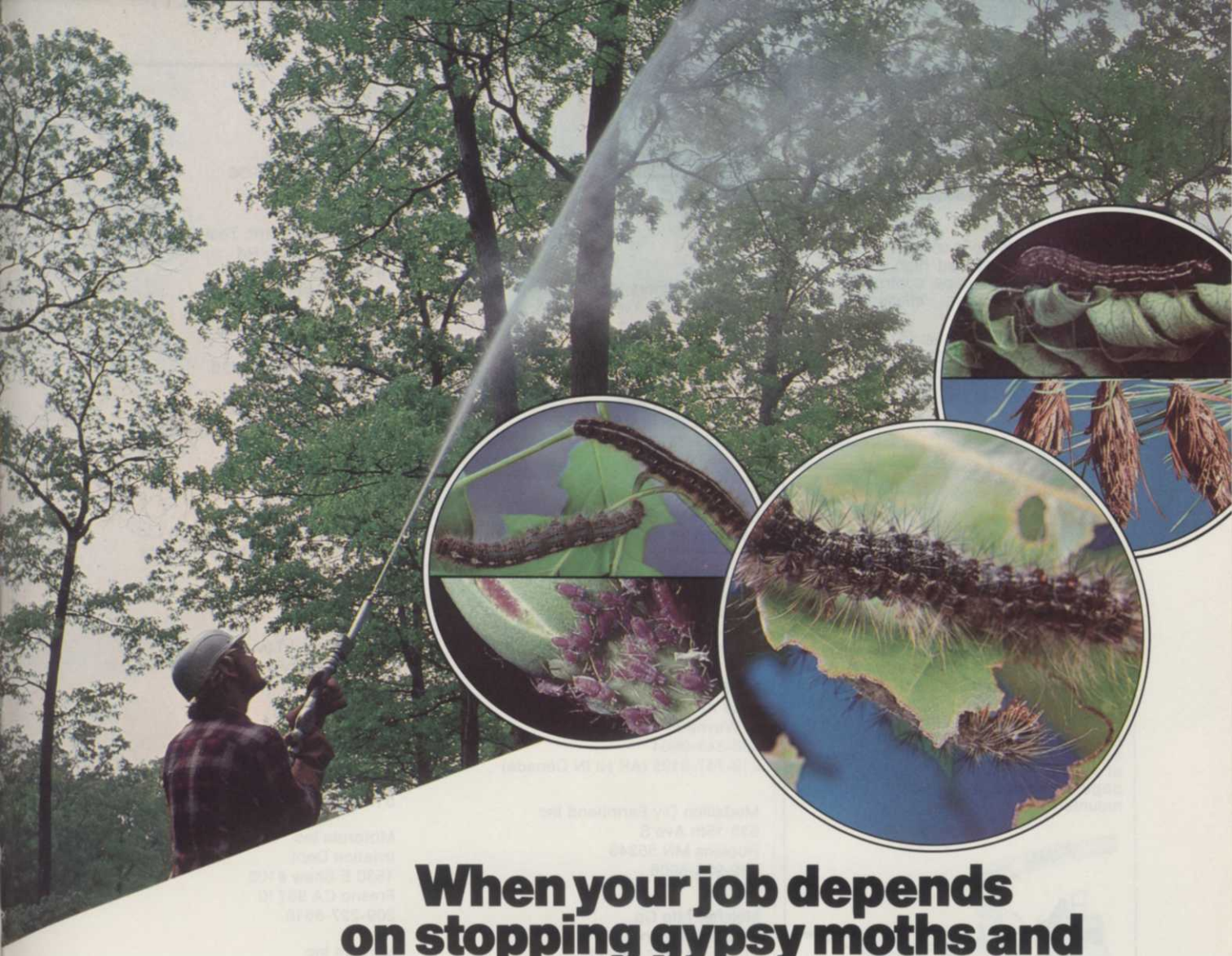

When your job depends on stopping gypsy moths and other pests, depend on ORTHENE.

ORTHENE® Tree & Ornamental Spray (common name: **acephate**) is the professional way to kill gypsy moth larvae... plus a wide range of other insects. It kills on contact, then keeps killing with residual action.

What other insects? ORTHENE also works on aphids, bagworms, birch leafminer, tent caterpillar, Douglas fir tussock moth larvae, webworms, scales, California oakworm, spring and fall cankerworms, Nantucket pine tip moth larvae and adult root weevil.

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Chevron Chemical Company,
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San Francisco,
CA 94105

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Company

Street Address

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ORTHENE®

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PROFITABLE PARTNERS

FINN's T110 HydroSeeder and B50 Mulch Spreader have earned high praise from professional landscape contractors who demand dependable, efficient performance.

They know how these sturdy workhorses greatly increase their day's work production without extra manpower.

Result: *Big Profits!*

The T110 Hydroseeder has all of the time-tested features of FINN's largest tanks which allows it to handle a wide variety of materials with ease. With one tankload (1000 Gallon capacity), the T110 can seed, fertilize, and mulch up to *⅓ acre* — or seed and fertilize only up to *3½ acres — at distances up to 90 feet.* Available as the popular gooseneck model or skid-mounted.

The B50 Mulch Spreader separates and spreads up to *5 tons of straw or hay mulch per hour with a range of up to 55 feet. Plus* — the B50's uniform ground coverage means a *50% saving in material costs* over the hand spreading method. Trailer or skid-mounted.

Low operating costs, dependability, and low maintenance make this mighty pair *ideal* for the landscaper who wants to expand business. . . and profits. Call or write for *all* the facts on these two profit-makers plus information on our complete product line. Remember — they're backed by a half-century of FINN's dedication to quality and service!

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PHONE (513) 871-2529 TOLL FREE (800) 543-7166

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Equipment Companies

continued

Master Sprayers Inc
10756 Vernon Ave
Ontario CA 91761
714-627-7466

★ Mathews Equipment Co
500 Industrial Ave
Crystal Lake IL 60014
815-459-2210

McCulloch Corp
PO Box 92180
Los Angeles CA 90009
213-827-7111

McDowell Mfg Co
Old Airport Industrial Park
PO Box 665
Du Bois PA 15801
814-371-6550

McMillen Div
4419 Ardmore Ave
Ft Wayne IN 46809
800-348-0964
219-747-6195 (AK HI IN Canada)

Medallion Div Farmhand Inc
525 15th Ave S
Hopkins MN 55343
612-938-6906

Melcher Mfg Co
E 6017 Mission
PO Box 11857 (99211)
Spokane WA 99212
509-535-7626; 800-541-4227

Melex USA Inc
1200 Front St Ste 101
Raleigh NC 27609
919-828-7645

Melnor Industries
One Carol Place
Moonachie NJ 07074
201-641-5000

★ Melroe Div Clark Equipment
112 N University Dr
Fargo ND 58102
701-293-3220

Meredith Seed Miser
Howe ID 83244
208-767-3411

Micron Corp
1424 W Belt Dr N
Houston TX 77043
713-932-1405

Middlesworth Engineering & Mfg Co
PO Box 165
Greentown IN 46936
317-628-2230

Middlesworth Engineering & Mfg Inc
1050 E 200 N
PO Box 165
Greentown IN 46936
317-628-2230

Milwaukee Electric Tool Corp
13135 W Lisbon Rd
Brookfield WI 53005
414-781-3600

Minnesota Wanner Co
5145 Eden Ave S
Minneapolis MN 55436
612-929-1070

Miracle Recreation Equipment Co
Hwy #6 W
Grinnell IA 50112
515-236-7536

★ Mitsubishi AG Machinery Co Ltd
C/O Sumitomo Corp of America
345 Park Ave
New York NY 10154
212-935-8824

Mobile Aerial Towers Inc
2314 Bowser Ave
Fort Wayne IN 46859
219-744-6181

Morbark Industries Inc
PO Box 1000
Winn MI 48896
517-866-2381

Motorola Inc
Irriation Dept
1530 E Shaw #102
Fresno CA 93710
209-227-8610

MoTrim Inc
240 Steubenville Ave
Cambridge OH 43725
614-439-2725

Mott Corp
500 Shawmut Ave
PO Box 518
LaGrange IL 60525
312-354-7220

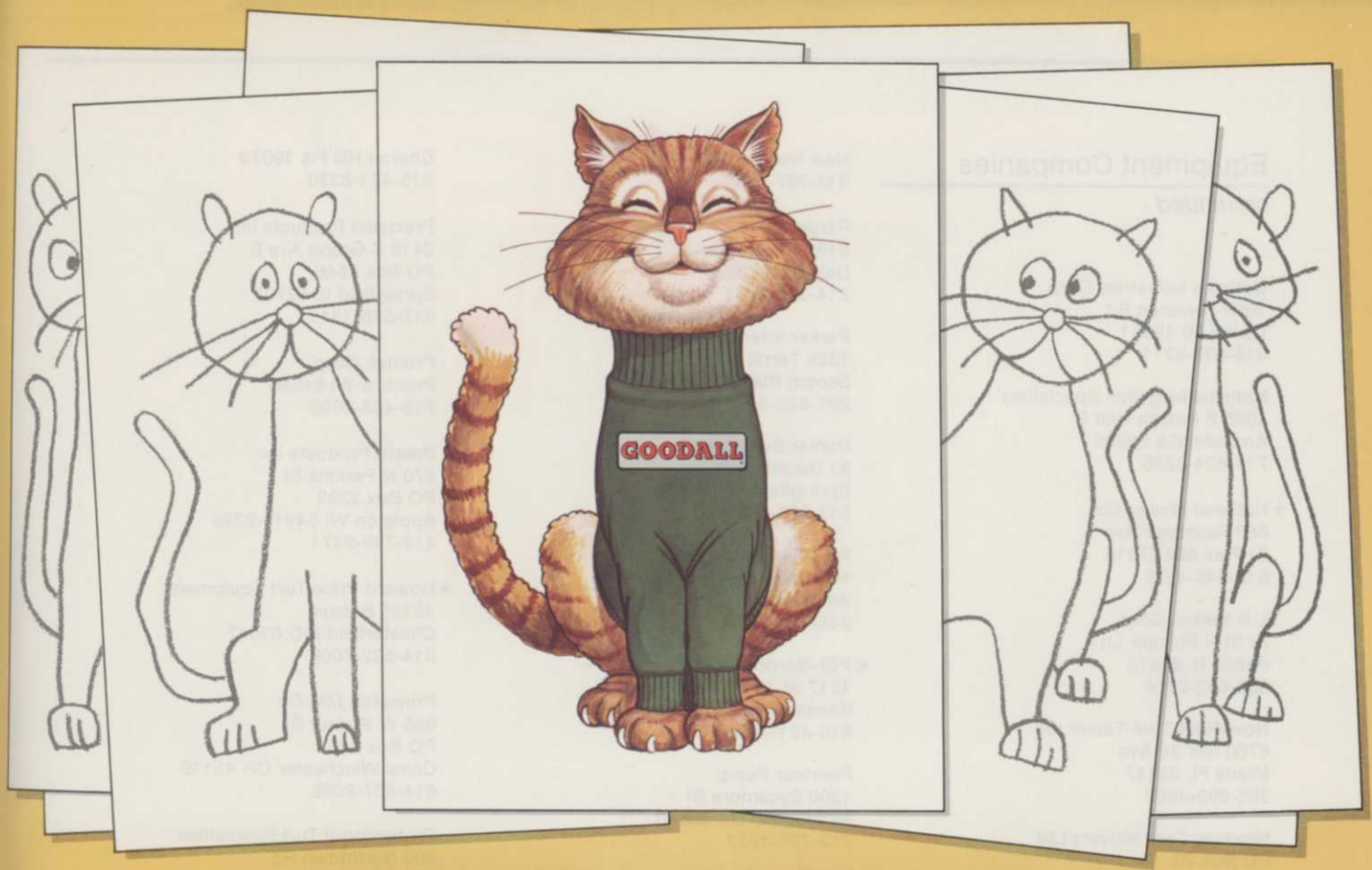
MTD Products Inc
PO Box 36900
Strongsville OH 44136
216-225-2600

Mud Cat Div National Car Rental System Inc
PO Box 16247
St Louis Park MN 55416
800-328-7333

Musco Sports-Lighting Inc
2107 Stewart Rd
Muscatine IA 52761
319-263-2281

F E Myers Co
400 Orange St
Ashland OH 44805
419-289-1144

National Chemsearch
2727 Chemsearch Blvd
Irving TX 75062
214-438-0389



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Suddenly, it seems everyone knows exactly what you need in a commercial mower. Amazingly enough, they all look just like a Goodall. Too bad they don't perform like one.

The Goodall commercial mower has proven itself with a fifty-year track record. That's why it's been copied. Here's why it hasn't been matched:

- **Quality of cut.** If you own a Goodall and *any* other brand, you already know which one produces the better cut, more consistently and with less downtime. That's why Goodall is preferred by lawn service professionals everywhere.
- **Choice of type, size and power.** You don't have to "make do" with a mower that's not quite right for your situation, or wait until next year when they *say* they'll introduce the size and type you need. We have it now. Have had it for years. And with Goodall you don't have to take the engine that "comes with the mower." We match one of nine commercial engines to your size and application.
- **Low maintenance.** You're in the business of cutting grass, not debugging "new" products for old line manufacturers catching up with the times, or new companies hoping to break into the business. Goodall's designs were proven years ago. The others may look the same on the surface, but none have copied the quality that provides the dependability and low maintenance of a Goodall.
- **A past that assures a future.** We sell more commercial mowers in the 24 inch to 61 inch range than all our competitors combined. We intend to keep it that way by making sure our customers are as satisfied in the future as they have been in the past. That assures *you* of a reliable source for original equipment, parts and service, long after the others are gone.

Overall, it costs less to own a Goodall than a cheap imitation. For complete information on the largest selection of the industry's most popular commercial mowers, please write or call for our new full line catalog and the name of the Goodall dealer in your area.

World's first direct drive rotary.

GOODALL

Division of Bunton Co.

P.O. Box 33247 • Louisville, KY 40232 U.S.A.
Phone 502/966-0550 • Telex 204-340

Contract numbers:
G.S.A.: GS-07F-10956

GOODALL

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Equipment Companies

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National Industries Corp
1000 Foreman Rd
Lowell MI 49331
616-897-9211

National Irrigation Specialists
1025 E Katella Unit F
Anaheim CA 92805
714-634-3336

★ National Mower Co
660 Raymond Ave
St Paul MN 55114
612-646-4079

L R Nelson Corp
7719 N Pioneer Ln
Peoria IL 61615
309-692-2200

Nevr-Rust Tool-Tainer Inc
6700 NW 36 Ave
Miami FL 33147
305-693-4680

Newman Tree Movers Ltd
PO Box 23
Tring Herts HP23 4AF
United Kingdom
44282-5402

Noland Car Co
PO Box 957
Edgewater FL 32032

Nordco Electric Vehicles
26701 Redlands Blvd
Redlands CA 92373

Northeast Industries Inc
300 Greenwood Ave
Midland Park NJ 07432
201-652-6202

Norton Co Safety Prods Div
2000 Plainfield Pike
Cranston RI 02920
401-943-4400

Nunes Mfg
1707 Magnolia Ave
Patterson CA 95363
209-529-6204

★ Olathe Mfg Inc
100 Industrial Pkwy
Industrial Airport KS 66031
913-782-4396

Orbex Inc
620 S Eighth St
Minneapolis MN 55404
612-333-1208

Pac-Trac
Div Alaska Diesel Electric
PO Box 70543
Seattle WA 98107
206-789-3880

Parco Div Blue Mountain Prod Inc
PO Box 250
New Hartford NY 13413
315-737-5736

Pargo Eagle
8181 Hoyle Ave
Dallas TX 75227
214-388-7431

Parker Interior Plantscape
1325 Terrill Rd
Scotch Plains NJ 07076
201-822-5552

Parker Sweeper Co
91 Bechtle Ave
Springfield OH 45504
513-323-4901

Patrician Prods Inc
468 Union Ave
Westbury NY 11590
516-333-3910

★ PBI-Gordon Corp
1217 W 12 St
Kansas City MO 64101
816-421-4070

Peerless Pump
1200 Sycamore St
Montebello CA 90640
213-726-1232

Pex Inc
RR #2 PO Box 272
Hiawatha KS 66434
913-742-2106

Pioneer Mfg Co
PO Box 34085
Cleveland OH 44134
800-321-1374; 800 321-5302 (OH)

Pitman Div
Third & Duck Rd
PO Box 120
Grandview MO 64030
816-763-6000

Playworld Systems
315 Cherry St
New Berlin PA 17837
717-966-1015; 800-233-8404

H K Porter Inc
74 Foley St
Somerville MA 02143
617-776-8200

W H Porter Inc Poligon/Cover-All Div
PO Box 1112
4240 136th Ave
Holland MI 49423
616-399-1963

Poulan/Weed Eater
5020 Flournoy-Lucas Rd
Shreveport LA 71109
318-687-0100

★ Power Lawnmower Parts Inc
1920 Lyell Ave
PO Box 60860
Rochester NY 14606
716-458-0800

Power Spray Technology Inc
900 Calcon Hook Rd
Sharon Hill PA 19079
215-461-6330

Precision Products Inc
2415 S Grand Ave E
PO Box 2546
Springfield IL 62708
217-528-1311

Prentek Corp
Prentice WI 54556
715-428-2000

Presto Products Inc
670 N Perkins St
PO Box 2399
Appleton WI 54913-2399
414-739-9471

★ Howard Price Turf Equipment
18155 Edison
Chesterfield MO 63017
314-532-7000

Princeton Mfg Co
955 W Walnut St
PO Box 246
Canal Winchester OH 43110
614-837-9096

Professional Turf Specialties
400 Northtown Rd
Normal IL 61761
309-454-2469

Progressive Electronics Inc
325 S El Dorado
Mesa AZ 85202
602-966-2931; 800-528-8224

★ Promark Products Inc
306 Ninth St
Industry CA 91746
213-961-9783

Racal Airstream Inc
7309A Grove Rd
Frederick MD 21701
301-695-8200

★ Rain Bird Sprinkler Mfg Corp
145 N Grand Ave
Glendora CA 91740
213-963-9311

Raindrip Inc
14675 Titus St
Panorama City CA 91402
213-963-3040

Rain-O-Mat Sprinklers Inc
12414 E Whittier Blvd
PO Box 151
Whittier CA 90608-0151
213-693-2721

★ Ransomes Inc
One Bob-Cat Ln
Johnson Creek WI 53038
414-699-2000

Raven Industries Inc
205 E Sixth
Box 1007
Sioux Falls SD 57117
605-336-2750

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The compact skid-steer loader industry was originated by the Melroe Company over 26 years ago when we introduced our now world-famous Bobcat. And today we have three articulated loader models to help our customers keep ahead of their workload demands more efficiently.

The Melroe Bobcat has a commanding lead in sales over a wide range of competitors for many solid reasons:

- Melroe insists on maintaining the highest standards of excellence in engineering, manufacturing, parts and customer service. You can expect that from every loader we build. There are 17 models to suit every job requirement imaginable.
- The Melroe Bobcat is designed for durability. That translates into reduced "downtime" and all around reliability on your job. You cut labor costs, as well as payments on expensive, one-job machines. And you save time in moving extra equipment from job to job.
- Need another measurement of value? You'll get top-dollar consideration on a used Bobcat. So you get your money's worth twice with a Bobcat: When it's new and again when you trade.
- How about ease of operation? Maintenance? Comfort? Just ask the next person you see operating a Bobcat. He's our best friend.

MELROE COMPANY

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bobcat®

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★Rayco Mfg Inc
6822 Lincoln Way E
Wooster OH 44691

Reach-All Mfg & Engineering Co
436 Calvary Rd
Duluth MN 55803
218-728-5138

Reading Body Works Inc
Hancock Blvd & Gerry St
PO Box 14
Reading PA 19603
215-775-3301

Reinco Inc
520 North Ave
Plainfield NJ 07060
201-755-0921; 800-526-7687

L J Rench & Co
26 Pine St
Dover DE 19901
302-736-6781

Rhino Prods Inc
1000 Singleton
Dallas TX 75212
214-651-0733

Rhino Sales Corp
620 Andrews Ave
Kewanee IL 61443
309-853-4461

Richardson Great Northern Mfg Inc
521 Golspie St
Box 159 Station F
Winnipeg MB R2L 2A5 Canada
204-669-4410

Richdel Inc
1851 Oregon St
Carson City NV 89701
702-882-6786

Richway Industries Ltd
525 Main St
Janesville IA 50647
319-987-2224

Robush Engineering Co
Mill & High St
PO Box 65
Millhousen IN 47261
812-591-2244

Rokor Inc
310 Herring Ave
Wilson NC 27893
919-237-2108

Rolatape Corp
4221 Redwood Ave
Los Angeles CA 90066
213-822-2057

Root-Lowell Corp
1000 Foreman Rd
Lowell MI 49331
616-897-9211

★Roseman Mower Corp
2300 Chestnut Ave
Glenview IL 60025
312-729-2300

Ross Products
145 NW 20 St
Boca Raton FL 33431
305-395-4414

Rotocast Plastic Products Inc
3645 NW 67 St
Miami FL 33147
305-693-4680

★Royal Coach/Buckner
4381 N Brawley Ave
Fresno CA 93711
209-275-0500

Royer Foundry & Machine Co
158 Pringle St
Kingston PA 18704
717-287-9624

Rugg Mfg Co
105 Newton St
Box 507
Greenfield MA 01301
413-773-5471

★Ryan /OMC Lincoln
PO Box 82409
Lincoln NE 68501
402-435-7208

Safety Test & Equipment Co
PO Box 400
Shelby NC 28150
704-482-7346

Samson
99 High St
Boston MA 02110
617-426-6550

Sarlo Power Mowers Inc
2315 Anderson Ave
Ft Myers FL 33901
813-332-1955

Don Savage Co
39 E Main St
Honeoye NY 14471
716-229-5121

Schutt's Equipment Co
450 Larchlea
Birmingham MI 48012
313-642-6555

★Scag Power Equipment Co
PO Box 689
Elm Grove WI 53122
414-544-4090

★O M Scott & Sons Co Proturf Div
Marysville OH 43040
513-644-0011

Seaman-Parsons Co
PO Box 25309
Milwaukee WI 53225
414-781-8900

Sea-Ranch
Rte 2 Box 604
Sheridan AR 72150
501-942-2515

★Sensation Power Equipment Div Gilson Bros Co
Sensation Corp
PO Box 536
Plymouth WI 53073
414-893-1011

Seymour Mfg Co
500 N Broadway
Seymour IN 47274
812-522-5676

Shaver Mfg Co
5727 NE 16
PO Box 3087
Des Moines IA 50316
515-266-7550

Shindaiwa Inc
11975 SW Herman Rd
Sherwood OR 97140
503-692-3070

Sidefire Inc
6 Johnson Ct
PO Box 671
Bay City MI 48707
517-894-4578

Sidewinder International Inc
6 Johnson Ct
Bay City MI 48706
517-894-4570

Siebring Mfg Co
303 S Main
George IA 51237
712-475-3317

Simplicity (Allis-Chalmers Co)
500 N Spring St
Port Washington WI 53074
414-284-5535

Sioux Steam Cleaner Corp
Sioux Plaza
Beresford SD 57004
605-763-2776

Skil Corp
4801 W Peterson Ave
Chicago IL 60646
312-286-7330

D B Smith & Co
414 Main St
Utica NY 13501
315-735-5223

Smithco Inc
11 West Ave
Wayne PA 19087
215-688-4009

Smith Precision Products
1299 Lawrence Dr
Newbury Park CA 91302
805-498-6616

Seymour Smith & Son Inc
900 Main St
Oakville CT 06779
203-274-2558

★Snapper Power Equipment
535 Macon Rd
McDonough GA 30253
404-957-9141

Equipment Companies

continued

★ Snowco Inc
4350 McKinley St
Omaha NE 68112
402-453-2200

SNS Motor Imports Inc
500 Esplanade Dr Ste 1000
Oxnard CA 93030
805-485-3300

Soilmoisture Equipment Corp
801 S Kellogg Ave
Goleta CA 93117
805-964-3525

Solarcell Land & Bldg Inc
412 113th St
Arlington TX 76011
817-640-1488

★ Solo Inc
5100 Chestnut Ave
PO Box 3050
Newport News VA 23605
804-245-4228

Sorensen Sprayers Inc
Box 344 Airport Rd
Worthington MN 56187
507-376-6230

Sperry New Holland
500 Diller Ave
New Holland PA 17557
717-354-1121

Spraying Devices Inc
PO Box 3107
Visalia CA 93278

★ Spraying Systems Co
North Ave at Schmale Rd
Wheaton IL 60188
312-665-5000

Spring City Electric Mfg Co
Hall & Main Sts
PO Drawer A
Spring City PA 19475
215-948-4000

Spyder Sales & Service Inc
12838 Westheimer Rd
Houston TX 77077
713-493-9893

Sta-Green Plant Food Co
PO Box 540
Sylacauga AL 35150
205-245-5282

Standard Golf Co
220 E Fourth St
Cedar Falls IA 50613
319-266-2638

Stanley Hydraulic Tools
3810 SE Naef Rd
Milwaukie OR 97222
503-659-5660

★ Steiner Corp
12657 Church Rd
Orrville OH 44667
216-683-0055

★ Stihl Inc
536 Viking Dr
Virginia Beach VA 23452
804-486-8444

Strong Ent Inc
4240 SW 72 Ave
Miami FL 33155
305-264-5525

Strong Mfg Co
PO Box 8068
Pine Bluff AR 71611
501-535-4753

Submatic Irrigation Systems
PO Box 246
Lubbock TX 79408
806-747-9000

Sudbury Laboratory Inc
6 October Hill Rd
Holliston MA 01746
800-343-9911

O. J. NOER RESEARCH FOUNDATION

Sustains Turf Grass Research

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O. J. NOER RESEARCH FOUNDATION, INC.
Robert J. Welch, Secretary-Treasurer
301 So. 61st St.
Milwaukee, WI 53214

Safe way to reduce moisture loss on cut or live Christmas trees, wreaths and indoor green plants.

Excessive moisture loss from Christmas greens causes severe drying out and excessive needle drop when Christmas trees and greens are brought indoors.

Wilt-Pruf acts as a protective coating which holds in moisture on foliage reducing water loss.

Also Wilt-Pruf is excellent for non-flowering indoor green plants when regular water schedule in interrupted.

Available in quart Ready-to-Use Trigger Sprayer and 14 oz. Aerosol.

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Wilt-Pruf Products, Inc.
P.O. BOX 4280 • GREENWICH, CONNECTICUT 06830-0280

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Equipment Companies

continued

Swan Hose
PO Box 509
Worthington OH 43085
614-548-6511

Sweepster Jenkins Equipment Co
2810 WTT Baker Rd
Dexter MI 48130
313-426-3961

Swenson Spreader Co
Walnut St
Lindenwood IL 61049
815-393-4455

Taylor-Dunn Mfg
2114 W Ball Rd
Anaheim CA 92804
714-956-4040

★Tecumseh Products Co Engine Div
900 North St
Grafton WI 53024
414-377-2700

Teledyne Total Power
3409 Democrat Rd
Memphis TN 38118
901-365-3600

★Tennant Co
701 N Lilac Dr
PO Box 1452
Minneapolis MN 55440
612-540-1200

★Terracare Products Co
PO Box 506
Pardeeville WI 53954
608-429-3402

Terrain King Corp
PO Drawer 549
Sequin TX 78155
512-379-1480

★Terrain Vehicles
221 Mitchell Ct
Addison IL 60101
312-953-8747

Thermoguard Insulation Co
412 113th St
Arlington TX 76011
817-640-8733

Thompson Mfg Co
4832 Chino Ave
PO Box 1500
Chino CA 91710
714-591-4851

Tiger Corp
4315 N Cliff Ave
Sioux Falls SD 57104
605-336-7900

Timberjack Inc
37 Lakeview Estates
Northport AL 35476
205-339-8827

★Toro Co Commercial Prods
8111 Lyndale Ave S
Minneapolis MN 55420
612-888-8801

★Toro Co Irrigation Div
5825 Jasmine St
Riverside CA 92502
714-688-9221

Trac N Combo
268 Lake Ave
Metuchen NJ 08840
201-494-3131

Tradewinds Inc
PO Box 1191
Tacoma WA 98401
206-272-4887

Trans-Tree Corp
5100 Eden Ave
Edina MN 55436
612-927-4450

Travelrain Sprinkler Co
239 N Robertson Blvd
Beverly Hills CA 90211
213-276-3213; 213-276-8848

★Trebor Corp
4047-A Jonesboro Rd
Forest Park GA 30050
404-366-0957

Trees Inc
Rt 5 Box 251
Carthage MO 64836
417-358-8174

Tri-Con Inc
27331 Tungsten Rd
Cleveland OH 44132
216-261-3400

Trojan Playground Equipment Mfg Co
11-2nd Ave NE
St Cloud MN 56301
612-251-3080

Tuflex Mfg Co
1406 SW Eighth St
Pompano Beach FL 33060
305-785-6402

Turfco Mfg Inc
3456 Washington Ave N
Minneapolis MN 55412
612-588-0741

Turfgrass Products Corp
2210 NE 124 St
North Miami FL 33181
305-893-6449

Turf Vac Corp
2750 Gundry Ave
Signal Hill CA 90806
213-426-9376

Turner International Ltd
6480 Chupp Rd Ste B-1
Lithonia GA 30058
404-482-7661

Union Fork & Hoe Co
500 Dublin Ave
Columbus OH 43216
614-228-1791

United Farm Tools Inc
4540 W Washington St
Charleston WV 25313
304-744-5865

Universal-Gerwin Div
460 Main St
Saranac MI 48881
616-642-9413

Vandermolen Corp
119 Dorsa Ave
Livingston NJ 07039
201-992-8506

Vaughan's Seed Co
5300 Katrine Ave
Downers Grove IL 60515
312-969-6300

Vemco Corp of America
1331 23rd St
Racine WI 53403
414-634-6050

★Vermeer Mfg
New Sharon Rd
Box 200
Pella IA 50219
515-628-3141

V I T Products
15561 Product Lane D-4
Huntington Beach CA 92649
714-891-8338

★Vrisimo Mfg Inc
2905 Railroad Ave
PO Box 699
Ceres CA 95307
209-537-5746

★Walker Mfg Co
1839 E Harmony Rd
Ft Collins CO 80525
303-226-1514

Jim Walls Co
12820 Hillcrest Rd Ste 119
Dallas TX 75230
214-239-8577

Wandell's Nursery Inc
Myra Station Rd
R R 3 Box 158A
Urbana IL 61801
217-328-0125

★Warren's Turf Nursery Inc
Seed Special Products Div
Cordelia & Chadbourne Rds
PO Box 459
Suisun City CA 94585
707-422-5100

Weather-matic Div/Telsco Industries
3301 W Kingsley Rd
Garland TX 75041
214-278-6131

Weldco (WA) Inc
2328 Roosevelt Ave
PO Box 8
Enumclaw WA 98022
206-825-3581

UNBEATABLE CUT, UNBEATABLE PRICE.

INTRODUCING THE LOCKE PROFESSIONAL.

Locke, the name that revolutionized the home landscape industry with the technologically revered triplex reel mowers, is making news again!

Introducing the new Professional. The first Locke mower designed especially for large grounds where a precision cut is mandatory, like golf courses, playing fields and other fine grounds.

THE FIRST REEL MOWER WITH A REAL DIFFERENCE.

Up until now, the only way to get a superior, high-quality cut was to buy an expensive hydraulic reel mower. The Locke Professional has changed this.

The Professional has a proven mechanical cutting system that delivers a great looking turf that is sure to meet the standards of even the most discriminating golf course superintendents.

Incredibly, the Professional delivers this unbeatable cut at an unbeatable price. With the Professional, you can save thousands of dollars versus the cost of hydraulic reel mowers.

BUILT STRONG FROM THE INSIDE OUT.

One look at the Locke Professional and you know it was built with extraordinary quality...engineered for reliability and durability.

The Professional offers a broad range of features designed to give you maximum performance: $\frac{3}{8}$–$2\frac{1}{2}$ inch cutting height, up to 87 inch cutting width, grass catchers and micro-reel adjustments. Features that will help you cover more ground in less time.

If you're considering a new mower, discover the reel mower with a real difference. Discover the Locke Professional and get an unbeatable cut at an unbeatable price.

Locke

Professional Quality Reel Mowers

Contact Locke for your local authorized dealer, today, at (203) 333-3157, 1100 Boston Avenue, Bridgeport, CT 06610

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Equipment Companies

continued

★Wells Cargo Inc
PO Box 728-473
Elkhart IN 46515
219-264-9661

Western Cascade Inc
1150 N Red Gum St
Anaheim CA 92803
714-630-4640

Western Products
7777 N 73 St
Milwaukee WI 53223
414-354-2310

Western Wood Structures Inc
20675 SW 105
Tualatin OR 97062
503-692-6900

Westheffer Co
1235 N Third
Lawrence KS 66044
913-843-1633; 800-362-3110 (US); 800-332-0003 (KS)

Westinghouse Electric Corp Lamp Div
Bloomfield NJ 07003

Wheel Horse Products Inc
515 W Ireland Rd
South Bend IN 46680
219-291-3112

★Wheel Spray Corp
Box 97
Delafield WI 53018
414-646-8640

White Outdoor Products
2625 Butterfield Rd
Oak Brook IL 60521

Willsey-D Inc
RR 1 Box 67A
Maple Hill KS 66507
913-663-2257

D J Wilson Co
2707 Churchill Dr
Huntsville AL 35801
205-881-6391

WINCO Div Dyna Technology Inc
7850 Metro Parkway
Minneapolis MN 55420-1985
612-853-8400

Winkler Hydraulics
9705 Enloe
South Elmonte CA 91733
818-443-6687

Hermann A Wirth
PO Box 4305
Princeton FL 33032

Wood/Chuck Chipper Corp
Hwy 150 E
Shelby NC 28150
704-482-4356

★Woods Div Hesston Corp
Hwy 2 South
Oregon IL 61061
815-732-2141

Woodstream Corp
Front & Locust Sts
Lititz PA 17543
717-626-2125

Worksaver Inc
S State St Rd
Litchfield IL 62056
217-324-5973

Yanmar Tractor (USA) Inc
476 Country Club Dr
Bensenville IL 60106
312-860-5370

Yard Vac Prods Inc
2889 N Larkin Ave
Fresno CA 93727
209-291-6691

Yazoo Mfg Co
3607 Livingston Rd
Jackson MS 39216
601-366-6421

York Modern Corp
PO Box 488
Unadilla NY 13849
607-369-7111

Young Industries
1033 Wright Ave
Mountain View CA 94043
415-968-8486

3. Chemicals

This section is broken down by chemical product with companies providing that chemical listed below. Products common name (in parentheses) and brand names are listed on the line following the company name.

Adjuvant/Carrier

Aquatrols Corp
Aqua-Gro
BASF Wyandotte Corp
Citowett Plus
Carmel Chemical Corp
(Triethylene Glycol) Carmel Carrier II
Drexel Chemical Co
(Petroleum Oils) Peptoil
Hopkins Agricultural Chemical Co
Kalo Agricultural Chemicals
Bid-88
Lesco Inc
(Non-ionic Spray Adjuvant) Lesco
Nalco Chemical Co
Nalcotrol, Nalcotrol II, STA-PUT
PBI-Gordon Corp
Adjumec
Rigo Co
Rigo Spreader/Sticker
Stull Chemical Co
(Deposition & Retension Agent) Bivert
Super Savol Concentrate

Algaecide

Applied Biochemists Inc
(Copper Ethanolamine Complex)
Cutrine-Plus
Aquashade Inc
Aquashade
Ciba-Geigy Corp
(Simazine) Aquazine
Clean-Flo Laboratories Inc
(Buffered Alum) Clean-Flo Lake Cleanser
Faesy & Besthoff Inc
(Copper Sulphate, Triangle Brand)
Great Lakes Biochemical Co
(Chelated Copper) Algimycin PLL-C & Algimycin Slow; Release PLL-C; Algimycin GLB-X
Lesco Inc
(Copper) Lescocide-Plus
National Chemsearch
(Quat) D-Algae
Rockland Chemical Co
(Dodecylbenzyl Trimethyl Ammonion Chloride) Sani-Pool
Rohm & Haas Co
Hyamine

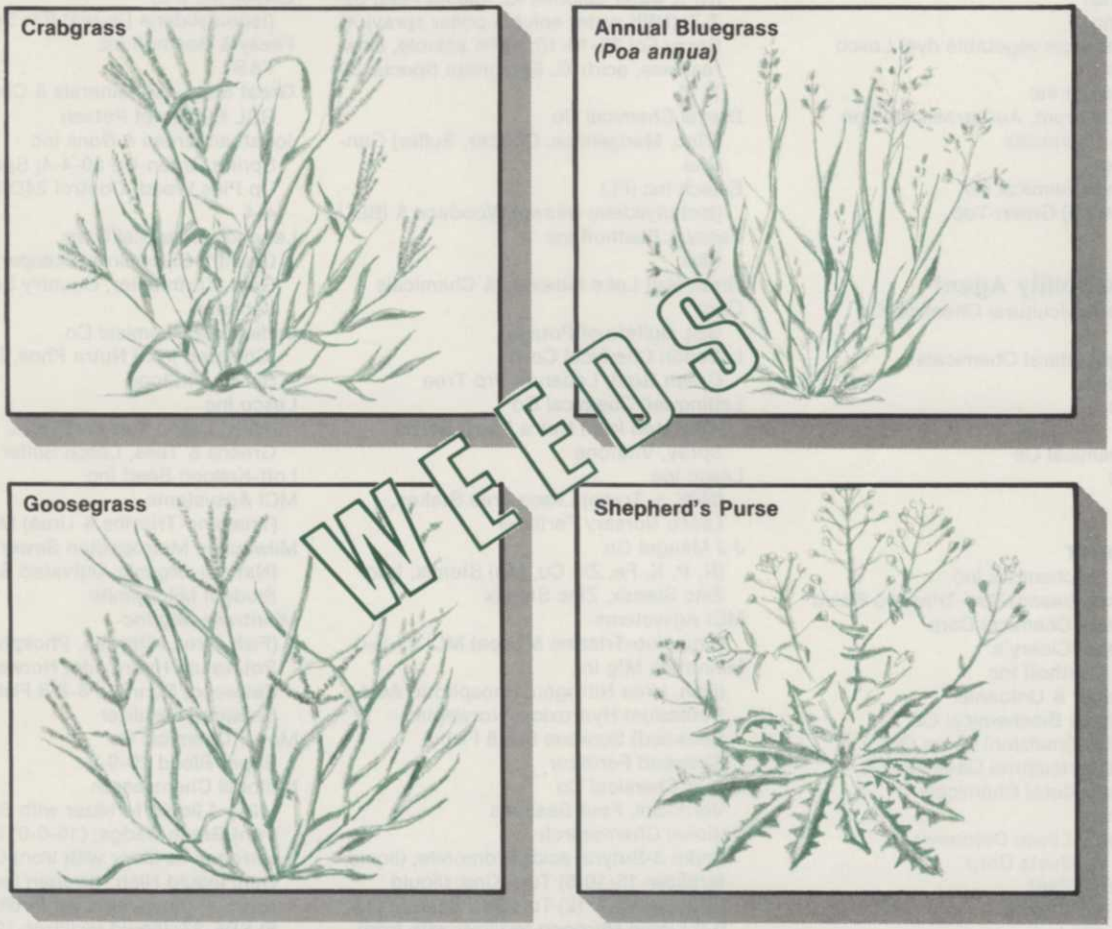
Antitranspirant

J & L Adikes Inc
Vapor Gard, Wilt Pruf, Envy
Aquatrols Corp of America
(Wax Emulsion) Folicote
W A Cleary Chemical Corp
(Aqueous Acrylic Emulsion) Clearspray
C B Dolge
Encap Products Co
Wilt-Pruf
National Chemsearch
(Proprietary Blend) Weather Shield
PBI-Gordon Corp
Exhault 410
Rockland Chemical Co
(Polymers) Winter Shield
Wilt-Pruf Products Inc
Wilt-Pruf

Colorant

Aquashade Inc
Aquashade
Clean-Flo Laboratories Inc
Sky Blue Lake Dye

QUALITY TURF ENEMY #1



THE PROTECTOR.
LESCOSAN*

For pre-emergence control of your turf's foulest foes, apply Lescosan.The protector is available from LESCO in a variety of convenient forms to meet your needs -- liquid, granular or with fertilizer. Apply Lescosan with confidence and ease. The protector knows its friends. Does not thin turf or damage grass roots. Lescosan 4E, 7G, 12.5G and with Fertilizer.

Put the enemy to rest. Call Barb to order the Lescosan you need.

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IN OHIO

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(216)333-9250

We recommend our LESCO spreader for best results.

We sell the patented ChemLawn Gun.

*This product contains BETASAN® herbicide. BETASAN® is the registered trademark of Stauffer Chemical Company.

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Chemicals

continued

W A Cleary Chemical Corp
(Organic Pigment/Sticker) Grass Greenzit
Lesco Inc
(Water base vegetable dye) Lesco Green
Mallinckrodt Inc
Turf Colorant, Auragreen, Vitalon
Milliken Chemicals
Blazon
Rockland Chemical Co
(Polymers) Green-Top

Compatibility Agent

Hopkins Agricultural Chemical Co
Unite
Kalo Agricultural Chemicals
Compex
Rigo Co
Rigo
Stull Chemical Co
Bivert

Defoamer

Applied Biochemists Inc
(Silicone-based) Spa-Trine No-Foam
W A Cleary Chemical Corp
(Silicone) Cleary's
Faesy & Besthoff Inc
Defoamer & Unfoamer
Great Lakes Biochemical Co
(Silicone Emulsion) Foam Out
Hopkins Agricultural Chemical Co
Kalo Agricultural Chemicals
Lesco Inc
(Silicone) Lesco Defoamer
Montco Products Corp
(Silicone) Zap!
Nalco Chemical Co
Nalco 2151
Rigo Co
Rigo D-Fome
Stull Chemical Co
Bivert

Drift Retardent

W A Cleary Chemical Corp
(Clay based Suficans) Drift Proof
Chevron Chemical Co
Orthothrol
Stull Chemical Co
Bivert

Fertilizer, Tree

Adco Works
Eeesy Grow
C-I-L Inc
Sulfur Coated Urea
W A Cleary Chemical Corp
(Methylene Ureas) Fluf 16-2-4, Fluf 18-0-0
Creative Sales Inc
(N-P-K, Fe, Mn + Zn) Medicap FE, Medicap MN; (Systemic Implants) Medicap ZN, Medicap MD
Cumberland International Corp
(Zinc) Liquid Zinc Chelate
Ross Daniels Inc
(Salts) Ross
Davey Tree Export Co
Davey-Arbor-Green
Doggett Corp
(NPK water soluble) XL Injecto Feed 32-7-7; (NPK water soluble poliar spray) XL Spray Fol 30-10-10; (NPK soluble, slow realease, acid) XL Evergreen Special 30-7-10
Drexel Chemical Co
(Zinc, Manganese, Copper, Sulfer) Gen-Che
Estech Inc (FL)
(Isobutylidene Diurea) Woodace & IBDU
Faesy & Besthoff Inc
F&B
Great Salt Lake Minerals & Chemicals Corp
GSL Sulfate of Potash
Lebanon Chemical Corp
Green Gold, Lebanon Pro Tree
Leffingwell Chemical Co
(Chelated Iron) Nutra Phos, Sorba Spray, Vitatone
Lesco Inc
(NPK + Trace) Lesco Tree Stakes, Lesco Nursery Fertilizer
J J Mauget Co
(N, P, K, Fe, Zn, Cu, Mn) Stemix, Iron-Zinc Stemix, Zinc Stemix
MCI Agsystems
(Triamino-Triazine & Urea) MCI 55-0-0
Minntralia Mfg Inc
(Fish, Urea Nitrogen, Phosphoric Acid, Potassium Hydroxide, Norwegian Seaweed) Sunrane 8-8-8 Fish & Seaweed Fertilizer
Moyer Chemical Co
Verdi-Sol, Four Seasons
National Chemsearch
(Indol 3-Butyric acid) Promonite; (liquid fertilizer-15-10-5) Turf-King; (liquid fertilizer-12-4-12) Turf Sea Search: (15-0-0 Liquid Nitrogen fertilizer with Iron) Green-O-Gen; (timed-released fertilizer-20-10-5) SRF-27
Plant Marvel Laboratories Inc
(25-15-10) Tree & Shrub Special
Rockland Chemical Co
(10% WIN, Micros) Rockland Soluble Tree Food 30-8-8
Sierra Chemical Co
Agriform 20-10-5, Osmocote, High-N
USS Agri-Chemicals
USS Vertagreen, USS Soilife

Fertilizer, Turf

J & L Adikes Inc
Gro-Well
American Pelletizing Corp
(Lime, Gypsum) Reveille Pelletized; (Lime) Vita Power Pelletized
The Andersons
Tee Time
Bonide Chemical Co
(17-4-4) Bonide Weed & Feed
C-I-L Inc
Sulfur Coated Urea
W A Cleary Chemical Corp
(Methylene Ureas) Fluf 16-2-4, Fluf 18-0-0; (Chelated Metal Salts) Trugreen
Cumberland International Corp
(Zinc) Liquid Zinc Chelate
Doggett Corp
(NPK water soluble) XL Turf Special 28-7-14; (NPK soluble, slow release, spray) XL UF Turf Special 34-4-7
Emerald Isle Ltd
Estech Inc (FL)
(Isobutylidene Diurea) Par Ex & IBDU
Faesy & Besthoff Inc
F&B
Great Salt Lake Minerals & Chemicals
GSL Sulfate of Potash
Jonathan Green & Sons Inc
Spring Green-Up 20-4-4; Spring Green-Up Plus Weed; Control 24D-MCPP 19-4-4
Lebanon Chemical Corp
Country Club, Greenskeeper, Green Gold, Turfmaster, Country Squire, Lebanon
Leffingwell Chemical Co
(Chelated Iron) Nutra Phos, Sorba Spray, Vitatone
Lesco Inc
(NPK) Lesco Turf Fertilizers, Lesco Greens & Tees, Lesco Sulfer Coated
Loft-Kellogg Seed Inc
MCI Agsystems
(Triamino-Triazine & Urea) MCI 55-0-0
Milwaukee Metropolitan Sewerage District
(Natural Organic Activated Sewage Sludge) Milorganite
Minntralia Mfg Inc
(Fish, Urea Nitrogen, Phosphoric Acid, Potassium Hydroxide, Norwegian Seaweed) Sunrane 8-8-8 Fish & Seaweed Fertilizer
Moyer Chemical Co
Super Blend 20-9-9
National Chemsearch
(12-4-4 liquid fertilizer with Sulfur and Iron) Green Badge; (15-0-0) liquid Nitrogen fertilizer with Iron) Green-O-Gen; (liquid High Nitrogen fertilizer) Nutrate; (time-released fertilizer-20-10-5) SRF-27; (liquid fertilizer-12-4-12) Turf King; (liquid fertilizer-12-4-12) Turf Search
Nor-Am Chemical Co
(Nitrogen) Nitroform Blue Chip, Nitroform Powder Blue
Plant Marvel Laboratories Inc
(28-8-18) Bent Special; (28-18-8) Bermuda Special
Pro-Lawn Products Inc
Regal Chemical Co
Regalstar
Rhone-Poulenc Inc Agrochemical Div
(Sulfur, Copper, Iron, Manganese, Zinc) Chipco Microgreen Liquid
Rockland Chemical Co
(IBDU, Nitroform) Twin Win 25-5-5; (Milorganite, IBDU, Iron) Mil-An-Chem II 22-4-8; (N, P, K) Winter Care 10-20-15
O M Scott & Sons Co Proturf
Sierra Chemical Co
Osmocote, Sierrablen, Agriform
Sta-Green Plant Food Co
Sta-Green
Stanford Seed Co
(26-4-8) Old English; (8-20-10) Old English; (18-3-5) Old English
USS Agri-Chemicals
USS Vertagreen, USS Soilife
Vaughan's Seed Co

Chemicals

continued

Fungicide, Tree

American Pelletizing Corp
(Gypsum) Vita Power Pelletized
Bonide Chemical Co
(Sulphur, Captan, Copper) Bonide
Ciba-Geigy Corp
(Metalaxyl) Subdue
W A Cleary Chemical Corp
(Thiophate-Ethyl) Cleary's 3336 (up or flowable)
Cumberland International Corp
(Maneb) Maneb ZL4
Jonathan Green & Sons Inc
Winter Survival 10-20-25
Mallinckrodt Inc
(Zn, Mn, Thiophanate Methyl) Zyban
J J Mauget Co
(DEBC) Fungisol; (Plant Vax) Fungisol PV; (Streptomycin) Inject-A-Mycin "S"
MSD/AGVET Div Merck & Co
(Arbotect) Arbotect 20 S
Rockland Chemical Co
Rockland Liquid Fruit Tree Spray; (Malathion, Methox, Cindane, Kelthane) Rockland Tree & Shrub Spray
Rohm & Haas Co
Dithane, Karathane
SDS Biotech
Daconil 2787 Flowable, Daconil 2787 W-75
Source Technology Biologicals Inc
(Copper Sulphate Pentahydrate) Phyton 27
Tuco/The Upjohn Co
(2, 6-Dichloro-4-Nitroaniline) Botran

Fungicide, Turf

J & L Adikes Inc
Gro-Well, Acti-Dione, Chemagro
The Andersons
Tee Time (Daconil)
Bonide Chemical Co
(Zinc & Cadmium Chloride + Thicam) Bonide Lawn Fungicide; (Benowyl) Benowyl Lawn Fungicide Granules; (Chlorathalonil/Thiram) Bonide
Carmel Chemical Corp
(Karathane, Cunilate) GH-40
Ciba-Geigy Corp
(Metalaxyl) Subdue
W A Cleary Chemical Corp
(Thiophanate-Ethyl) Cleary's 3336 (up or flowable); (Thiram) Spotrete (up or flowable); (Cadmium Compound) Caddy
Cumberland International Corp
(Maneb) Maneb ZL4
C B Dolge
E I du Pont de Nemours & Co
Tersan LSR, Tersan 1991, Tersan SP
Faesy & Besthoff Inc
Jonathan Green & Sons Inc
Acti Dione, Banol Bayleton, Chipco 26019, Daconil 2787, Dyrene, Tersan SP, LSR, 1991
Hendrix & Dail Inc
(Methyl Bromide/Chloropicrin mixtures) MBC Soil Fumigant, MBC Concentrae, MBC-33; (Chloropicrin) HD-Pic Fumigant
Lebanon Chemical Corp
Greenskeeper, Country Club, Green Gold
Lesco Inc
(Maneb + Zinc) Lesco 4, Lesco 4 Flowable; (Thiram) Lesco Thiram; (PCNB) Lesco PCNB
Mallinckrodt Inc
(Mercuric Chloride, Mercurous Chloride) Calo-Clor, Calo-Gran; (Cadmium Succinate) Cadminate; (ZN, Mn EBCD, Thiophanate Methyl) Duosan; (Thiophanate Methyl) Fungo 50; (Cadmium Sebecate, Potassium, Chromate, Thiram) Kromad; (Ethazol) Koban 30, Koban 1.3G; (Thiram) Thiramad
Mobay Chemical Corp
(Triadimefon) Bayleton 25; (Anilazine) Dyrene 50
MSD/AGVET Div Merck & Co
Mertect 340 F
Olin Corp
Terraclor, Terrazole 35W
PBI Gordon Corp
Teremec SP, Formec
Rhone-Poulenc Inc Agrochemical Div
(Iprodine) Chipco 26019
Rockland Chemical Co
(Daconil) Fungicide 2787

This "crew" should be working for you

the utility truck bed . . . 1500 lbs. capacity. Converts to dump bed with addition of Hydraulic Pac.

the aerifier . . . Hydraulically controlled from the operator's position. Penetrates to 3 inches, depending on soil conditions, a full 42" width. Optional Slicing Blades to open the soil with a minimum of turf disturbance.

the sprayer . . . 160 gal. tank, 3-section boom for 18 ft. coverage. Spray with 1,2, or all 3 booms. Fingertip control of all spraying functions.

the spreader . . . Precise rate settings for a uniform pattern. Top dress sand in 12 to 20 ft. swath, apply seed, fertilizer and lime 20 to 40 ft. Up to 500 lbs. per minute.

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Rohm & Haas Co
Fore
O M Scott & Sons Proturf
SDS Corp
Daconil 2787 Flowable, Daconil 2787 W-75
Tuco/The Upjohn Co
(Cycloheximide) Acti-Dione TGF, Acti-Dione Thiram, Acti-Dione RZ; (Propamocarb Hydrochloride) Banol

Growth Regulator

J & L Adikes
Embark
Drexel Chemical Co
(Maleic Hydrazide) Retard
Elanco
Cutless
Maag Inc
Atrinal
3M/Agricultural Products
(Mefluidide) Embark (PGR)
MSD/AGVET Div Merck & Co
Gibrel
National Chemsearch
(Melfluidide) Gro-Tard II
Pennwalt Corp

Herbicides, Aquatic

Applied Biochemists Inc
(Diquat, 2, 4-D granular) Weedtrine-D, Weedtrine II
Aquashade Inc
Aquashade
Bonide Chemical Co
(S, 4-D) Bonide
Chevron Chemical Co
Ortho Diquat Herbicide H/A
Ciba-Geigy Corp
(Simazine) Aquazine
Clean-Flo Laboratories Inc
(Buffered Alum) Clean-Flo Lake Cleanser
Monsanto Co
Rodeo
Nalco Chemical Co
(Bromacil/Diuron) Nalco 2413
National Chemsearch
(Diquat) Watrol
PBI Gordon Corp
Norosac 10-G
Pennwalt Corp
(Endothol) Aquathol K, Hyrothol 191
Union Carbide Ag Prod Co

Herbicides, Nonselective

J & L Adikes Inc
Ureabor NO-GRO
Bonide Chemical Co
(Ammate, Sodium Arsenite) Bonide
Chevron Chemical Co
Ortho Paraquat Plus
Ciba-Geigy Corp
(Promotone) Pramitol
Cumberland International Corp
(Cacodylic Acid) Bolate, Bophy
Elanco Products Co
Spike
Jonathan Green & Sons Inc
Methar 30, Basagran
Hopkins Agricultural Chemical Co
Revenge, Rout & Dozer, Urox
Lesco Inc
(Sodium Metaborate Tetra-Hydrate, Sodium Chlorate, Bromacil) Lescobor
Monsanto Co
Roundup
National Chemsearch
(Sodium Chlorate, Sodium Metaborate Anhydrous) Cantex; (Bromacil, Pentachlorophenol) Fenocil; (3 (p-chlorophenyl)-1, 1-Dimethylurea Trichloroacetate, 2, 4-Dichlorophenoxyacetic acid) NS-610
Occidental Chemical Co
Monobor Chlorate, Ureabor
PBI Gordon Corp
Vegemec
Rigo Co
(Amino Triazole) Rigo Amitrol T
Rockland Chemical Co
(Pramitol) Rockland Weed & Grass Away-RTU
Shell Chemical Co
(Atrazine) Shell Atrazine 80W

Herbicides, Postemergence Selective

J & L Adikes Inc
Trimec
The Andersons
Tee Time Weed & Feed
BASF Wyandotte Corp
(Bentazon) Basagran
Bonide Chemical Co
(2, 4-D, Banvel D) Bonide; (AMA + 2,4-D) Bonide
Ciba-Geigy Corp
(Simazine, Atrazine) Princep, AAtrex
W A Cleary Chemical Corp
(Mecoprop 2,4-D) MCPP 2,4-D; (DSMA) Methar-30; (Dichlorprop & 2,4-D) Cleary's Weedone DPC
Dow Chemical USA
(2,4-D Amine) Formula 40; (Trichlopyr) Turflon
Drexel Chemical Co
(MSMA) Ansar 529; (DSMA) DSMA Slurry MSMA 6.6, MSMA 4 Plus; (Atrazine) Drexel Atrazine 4L & 5L; (DSMA) Drexel DSMA Liquid & Slurry; (Cacodylic Acid) Drexel KACK; (Cacodylic Acid + MSMA) Drexel KACK & MSMA; (Simazine) Drexel Simazine 4L
ICI
Fusilade
Jonathan Green & Sons Inc
Balan, Betasan, Dacthal, Ronstar 6, Tupersan
Kalo Agricultural Chemicals
(2,4-D) Demise
Lesco Inc
(MCPP) Lesco Pex; (2, 4-D) Lesco A-4D; (2, 4-D, Dicamba) Lesco 8-1; (Bensulide) Lescosan; (Benefin) Lesco Benefin; (Propionamide) Lesco Devrinol 5G; (2, 4-D, MCPP) Lesco Par; (2, 4-D, 2, 4DP) Lesco Weedone DPC
Mallinckrodt Inc
(Dicamba, 2,4-D, MCRP) Trexsan
Mobay Chemical Corp
(Metribuzin) Sencor 75
National Chemsearch
(DAMA) CGK-79; (MCPP) Chem-Weed; (2,4-D, MCPP) Apollo 445
Nor-Am Chemical Co
(Ethofomesate 19%) Prograss
PBI Gordon Corp
(Mecomec, Phenaban Trimec
Rhone-Poulenc Inc
(MCPP) Chipco MCPP; (2, 4-D) Chipco D; (Asulam) AsuLox; (Bromoxynil) Buctril; (MCPP/2, 4-D) Chipco Turf Kleen
Rigo Co
2,4-D plus Dicamba) Super D Weedone
Rockland Chemical Co
(Trimec) Rockland Rid-O-Weed RTU; (MCPP, 2, 4-D) Turf Herb, MCPP-2, 4-D; (MSMA) Rockland Super Crabgrass Killer
Rohm & Haas Co
Kerb, Goal
O M Scott & Sons Proturf
SDS Biotech
MSMA, Bueno 6, Daconate 6, LoVol/2,4-D + 2,4-DP, D Plus DP, MCPP, MCPP-D-4, MCPP-K-4, MCPP + 2,4-D Amine, 2 Plus 2, 2,4-D Amine, Amine 4D, Dacamine 360D
Sta-Green Plant Food Co
Sta-Green
Stanford Seed Co
Old English
Velsicol Chemical Corp
(Dicamba) Banvel 4S, Banvel +24-D

Herbicides, Preemergence

J & L Adikes Inc
Balan, Betesan, Casoron, Treflan
The Andersons
Tee Time
Bonide Chemical Co
(Dacthal, Tupersan) Bonide
Drexel Chemical Co
(Atrazine) Atrazine 5L; (Dinitro) Dynamte 3
Elanco Products Co
Balan
Faesy & Besthoff Inc
(Eptam 2.3)
Lakeshore Equipment & Supply
(Bensulide, Benefin) Lescosan 4E, Lesco Devrinol 5G, Lesco Benefin Sprayable
Mallinckrodt Inc
(Bensulide) Presan
Mobay Chemical Corp
(Metribuzin) Sencor 75
National Chemsearch
(Dimethyi Tetrachloroterephthalate) Pretrol
O M Scott & Sons Proturf
PBI Gordon Corp
Betamec, Dyclomec
Regal Chemical Co
(Oxadiazon + Benefin) Regalstar
Rhone-Poulenc Inc
(Oxadiazon) Ronstar
Rockland Chemical Co
(Betasan) Betasan 7G; (Dacthal) Rockland Super Dacthal 686; (Treflan) Rockland Garden Clean
Rohm & Haas Co
Kerb, Goal

GET THE FEELING THEY KNOW SOMETHING YOU DON'T?

They do. It's their job to know things first and then pass that information on to you fast. Things like new turf management techniques, effective methods of insect and weed control, what really works... and what won't.

LOOK FAMILIAR?

They should. You've seen them often at turf shows, seminars, conventions, wherever industry news is in the making. They're the editorial and sales management team of ***WEEDS TREES & TURF.*** Please meet (seated l. to r.) Ron Kempner, Bruce Shank, Dick Gore, and Maureen Hrehocik; (back row l. to r.) Bob Mierow, Kevin Cooney, Joe Kosempa, and Bob Earley.

THERE'S NO GRASS GROWING UNDER THEIR FEET.

They apologize for not always being in when you call, but great stories are found in the field, not in the office. These pros know the only way to really cover the green industry is to get out and be a part of it. From turf test plots in Oregon to the corridors of our Nation's Capital, they're following leads, surveying markets and interviewing the landscape professionals who make our industry hum. Then, they use their years of experience to pull it all together, analyze it and present it to you in a crisp, easy-to-read and easy-to-use style. That way, you have the information you need to do your job better, faster and more effectively.

The next time you want to know something in the green industry, give them a call. If you can't reach them at the office, don't worry. They'll reach you in the pages of ***WEEDS TREES & TURF.***

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A GREAT MEDIUM TO GROW PROFITS IN.

Chemicals

continued

SDS Biotech
DCPA, Dacthal G-5, Dacthal W-75
Stauffer Chemical Co
(Bensulide) Betasan
Tuco/The Upjohn Co
(N, N-Dimethy 1-2, 2 Diphenylacetmide) Enide
UAP/United Agri Products
(Dacthal WDG) Clean Crop

Insecticides, Tree

Acme Burges Inc Chemical Div
(Bacillus Thurigiensis, Sevin, Malathion, Diazinon)
J & L Adikes Inc
Gro-Well
American Cyanamid Co
Malathion
Bonide Chemical Co
(Imidan, Disyston) Bonide; (Sevin (Carbaryl), Cygon) Bonide Sevin 2F; (Methoxychlor, Metasystox R) Bonide Methoxychlor 25E; (Lindane) Borer Miner Keller
Chevron Chemical Co
(Acephate Dibrom 8 Emulsive) Orthene; (Lindane) Naled Isotox Lindane Spray 200
Ciba-Geigy Corp
(Diazinon) Diazinon
W A Cleary Chemical Corp
(Diazinon) Cleary's Diazinon AG500; (Chlorpyrifos) Cleary's Dursban 2E; (Carbaryl) Cleary's Sevin 4L
Creative Sales Inc
(Orthene (Acephate)) Acecap 97
Ross Daniels Inc
(Organophosphate) Ross
Drexel Chemical Co
(Carbaryl) Carbaryl 4L & 2L; (Phytonomic oil) Damoil; (Diazinon) D-264-EC500; (Lindane) Borer Spray
Lesco Inc
(Diazinon) Lesco Diazinon; (Chlorpyrifos) Lesco 2.32 Dursban; (Isofen phos) Lesco Oftanol
Mallinckrodt Inc
Bendiocarb, Dycarb, (Diazinon & Methoxyclor) Dymet; (Bendiocarb) Dymet
J J Mauget Co
(Metasystox R) Inject-A-Cide (MSR) (Technical Bidrin) Inject-A-Cide "B"
National Chemsearch
(Dursban/DDVP) Dichloron; (Disyston) Stem-AX
Nor-Am Chemical Co
(Bendiocarb 76%) Turcam
Prentiss Drug & Chemical Co
(Diazinon, Dursban, Baytex, Malathion, Lindane, Methoxychlor) Prentox
Rhone-Poulenc Inc Agrochemical Div
(Phosalone) Zolone EC
Rigo Co
(Diazinon) Rigo Diazinon A-C 500; (Malathion) Rigo Malathion SE
Rockland Chemical Co
(Petrolium) Rockland Dormant Oil Spray; (Malation, Methox, Lindane, Kelthane) Rockland Tree & Shrub Spray
Shell Chemical Co
(Monocrotophos) Azodrin 5WM; (Methomyl) Nudrin 1.8S; (Methomyl) Nudrin 90WSP; (Fenvalerate) Pydrin 2.4EC; (Fenbutatin-Oxide) Vendex 50WP; (Fenbutatin-Oxide) Vendex 50WSB
Stauffer Chemical Co
Imidan
Stanford Seed Co
(Diazinon) Old English
Tuco/The Upjohn Co
(Amitraz-N-Methylmethanimidamide) Baam; (Bacillus Thuringiensis) Sok-Bt
Union Carbide Ag Prod Co
Sevin

Insecticides, Turf

Acme Burgess Inc Chemical Div
(Chlorpyrifos, Diazinon, Malathion)
J & L Adikes Inc
Gro-Well
American Cyanamid Co
The Andersons
Tee Time (Dursban, Diazinon)
Bonide Chemical Co
(Diazinon, Sevin, Dursban, Aspon) Bonide
Carmel Chemical Corp
(Malathion, Kindane) GH-16; (Dibrom or Naled) GH-18; (Vapona) GA-19; (Dithione) GH-20; (Kelthane) GH-21; (Diazinon) GH-44; (Malathion) GH-60
Chevron Chemical Co
(Acephate) Orthene
Ciba-Geigy Corp
(Diazinon) Diazinon
W A Cleary Chemical Corp
(Chlorpyrifos) Cleary's Dursban 2E; (Diazinon) Cleary's Diazinon AG500; (Carbaryl) Cleary's Sevin 4L
C B Dolge
Dow Chemical USA
(Chlorpyrifos) Dursban
Drexel Chemical Co
(Lindane) Borer Spray
Estech Inc (IL)
Par Ex
Jonathan Green & Sons Inc
Oftanol, Dursban, Diazinon, Proxol 80, Sevin
Hopkins Agricultural Chemical Co
(Diazinon, Malathion)
Lesco Inc
Lesco Oftanol & Fertilizer, Lesco Dursban, Lesco Diazinon
Lebanon Chemical Corp
Green Gold, Country Club, GreensKeeper
Mallinckrodt Inc
Diazinon & Methoxyclor, Dymet
Mobay Chemical Corp
(Isofenphos) Oftanol 5%, Oftanol 2; (Trichlorfon) Dylox 80%
National Chemsearch
(Dursban/DDVP) Dichloron
Nor-Am Chemical Co
(Dioxathion) Deltic; (Bendiocarb) Turcam
PBI Gordon Corp
Carbamec
Prentiss Drug & Chemical Co
(Diazinon, Chlorpyrifos, Dursban) Prentox
Rhone-Poulenc Inc
(Ethoprop) Mocap
Rigo Co
(Diazinon) Rigo; (Dursban) Rigo Lawn & Ornamental
Rockland Chemical Co
(Oftanol) Rockland Grub-Out; (Dursban) Rockland Professional Super Dursban
O M Scott & Sons Co Proturf
Stanford Seed Co
(Diazinon + 18-3-5) Old English
Stauffer Chemical Co
Aspon
Tuco/The Upjohn Co
(Dimethyl 2, 2, 2-Trichlorol-1-Hexyethyl Phosphate) Proxol 80 SP
Union Carbide Ag Prod Co
(Carbaryl) Sevin

Miticides

Mobay Chemical Corp Agri Chem Div
Morestan
Rohm & Hass Co
Kelthane

Mulches, Erosion Control

American Excelsior Co
(Excelsior Blanket) Curlex
Anderson's Erosion Control Inc
Grass Mulch
Cal-Fiber Co
Cellin Mfg Inc
Cellin Fiber Mulch, Turfiber Mulch
Conwed Corp
Hydro Mulch
Grass Fiber Inc
(Processed Fiber) Grass Mulch
Grass Growers Inc
Terra Tack I, III, AR
Hendrix & Dail Inc
(duPont Plant Cover, Polyethylene Mulch) Reemay
Hoechst Fibers Ind
Jacklin Seed Co
National Bark Sales
(Western Red Cedar Bark) Montaho
Reclamare Co
(Hydrocolloids) J-tac Soil & Mulch Tackifier
Superior Fiber Products Co
Turfiber
Thermoguard
(Hydromulch) Tur Fiber
Weyerhaeuser
(Wood Mulching Fibers) Silva Fiber

Nematocides

Bonide Chemical Co
(Vapam) Bonide Soil Fumigant
Estech Inc (IL)
(Vapam) Vigoro, Gro-Tone
Mobay Chemical Corp
(Fenamiphos) Nemacur 10%
Rhone-Poulenc Inc
(Ethoprop) Mocap
Stauffer Chemical Co
Vapam

Repellents, Animal

Hopkins Agricultural Chemical Co
(Thiram) Thiram 42-S

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with HYDRO-POWER 180

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Chemicals

continued

Leffingwell Chemical Co
Hinder

Repellents, Bird

National Bird Control
Roost-No-More

Root Killer

Applied Biochemists Inc
(Copper Sulfate) Rootrine
Faesy & Besthoff Inc
(Copper Sulphate)

Soil Conditioner

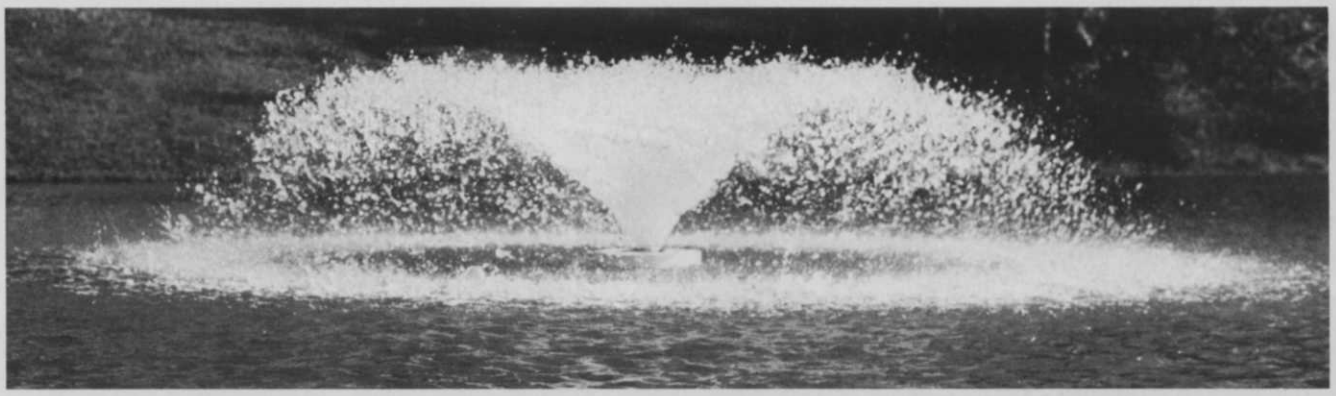
J & L Adikes Inc
U S Gypsum
Aquatrols Corp of America
Aqua-Gro "L"; Aqua-Gro "S"; Aqua-Gro "G"
Bonide Chemical Co
(Bone Meal, Hydrated Lime) Bonide Cal-Sul, Granulime, Reville
W A Cleary Chemical Corp
(Humus Concentrate) Turfgro; (Limestones) Limestone F; (Sulfur) Sulfur E
C B Dolge
Emerald Isle Ltd
Estech Inc (IL)
(Perlite) Vigoro
Four Star Agricultural Services Inc
(Ammonium Laureth Sulfate) Pene-Turf
Grass Fiber Inc
Garden Mulch
Jonathan Green & Sons Inc
(Gypsum, Pelletized Limestone, Granular Lime, Pulverized Limestone)
ICI
International Reforestation Suppliers Inc
Lesco Inc
Lesco Wet/Lescozyme
Michigan Peat Co
(Michigan Peat, Pre-Moistened Horticultural Sphagnum Peat, Compressed Sphagnum Peat Moss) Garden Magic
Nalco Chemical Co
Nalco 2190
National Bark Sales
(Composted Bark) Top 'N Turf
National Chemsearch
(water soluble Iron) Ferate; (natural organic extract) Nature-Aid; (an ionic blend of penetrants) Turf-Tonic
Oil-Dri Corp of America
Terra Green
Rockland Chemical Co
Rockland Liqui-Humus
United States Gypsum Co
(Gypsum) Sof'N-Soil

Soil Fumigants

Bonide Chemical Co
(Vapam) Bonide Soil Fumigant
Estech Inc (IL)
(Vapam) Vigoro
Faesy & Besthoff Inc
(Vapam)
Hendrix & Dail Inc
(Methyl Bromide/Chloropicrin mixtures) MBC Soil Fumigant, MBC Concentrate, MBC-33; (Chloropicrin) HD-Pic Fumigant
Hopkins Agricultural Chemical Co
Mylone 50D
Nor-Am Chemical Co
(113 Dichloropropene & related Chlorinated Hydrocarbons) Vorlex
Shell Chemical Co
Stauffer Chemical Co
Vapam

Sticker Extender

J & L Adikes Inc
NuFilm 17
BASF Wyandotte Corp
Citowett Plus
Bonide Chemical Co
Bonide
Chevron Chemical Co
Chevron Spray Sticker
W A Cleary Chemical Corp
(Aqueous Acrylic Emulsion) Clearspray



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Drexel Chemical Co
(Alkylaryl poly Ethanol) Add-It-To-Oil; (Alkylaryl Polytholxyethanol) Surf Ac 820; (Surfactant) Wetz
Encap Products Co
Spray-Stay
Jonathan Green & Sons Inc
Exhalt 800
Hopkins Agricultural Chemical Co
Plyac
Kalo Agricultural Chemicals
BioFilm
Lesco Inc
Lesco Spreader Sticker
PBI-Gordon Corp
Exalt 800
Rigo Co
Rigo Spreader w/defoamer; Spray-Ad CVF
Rockland Chemical Co
Rockland Spreader Sticker
Rohm & Haas Co
Triton
Superior Fiber Products Co
Fiber-Lock
Wilt-Pruf Products Inc
Spray-Stay

Tree Dressings

J & L Adikes Inc
Gro-Well
Bartlett Mfg Co
Bonide Chemical Co
Bonide
Samuel Cabot Inc
(Healing Paint) Cabot's Tree
Coopers Creek Chemical Corp
C-4
Lakeshore Equipment & Supply
Lesco Pruning Spray
Rockland Chemical Co
(Asphalt) Rockland Pruning Paint

Wetting Agents

Aquatrols Corp of America
Aqua-Gro 'L', Aqua-Gro 'S', Aqua-Gro "G"
BASF Wyandotte Corp
Citowett Plus
W A Cleary Chemical Corp
(Non-ionic Nonyl Phenol) All Wet; (Fatty acids & Ethers) Super Wet, Super Wet 15G
E I du Pont de Nemours & Co
Surfactant WK
Finn Corp
Hydro-Gel
Hopkins Agricultural Chemical Co
Neptune
Kalo Agricultural Chemicals
Hydrowet
Lesco Inc
(Non-ionic surface active surfactant)
Lesco Wet
Mallinckrodt Inc
Aquagro
Montco Products Corp
(Non-ionic Surfactants) Surf-Side
Moyer Chemical Co
Spray Film B
National Chemsearch
(an ionic blend of penetrants) Turf-Tonic; (non-ionic blend of penetrants) Groundsmaster SWA
PBI-Gordon Corp
Aquazorb
Rigo Co
Rigoette Plus
Rockland Chemical Co
Rockland Soaking Wet
Rohm & Haas Co
Triton

4. Chemical Companies

Acme Burgess Inc
Chemical Div
Rte 83
Grayslake IL 60030
312-223-1100

★ J & L Adikes Inc
182-12 93rd Ave
Jamaica NY 11423
212-739-4400; 516-437-4477

Agricultural Service Corp
PO Box 101
Harrisburg OR 97446
503-995-6754

American Cyanamid Co
Tremley Pt Rd
Foot of Wood Ave
PO Box 31
Linden NJ 07036

American Excelsior Co
850 Ave H East
PO Box 5067
Arlington TX 76011
817-640-1555

American Pelletizing Corp
PO Box 3628
Des Moines IA 50322
515-278-5900

★ The Andersons
507 Illinois Ave
PO Box 119
Maumee OH 43537
419-893-5050

Anderson's Erosion Control Inc
PO Box 205
Junction City OR 97448
503-998-6812

Applied Biochemists Inc
5300 W County Line Rd
Mequon WI 53092
414-242-5870

Aquashade Inc
PO Box 198
Eldred NY 12732
914-557-8077

★ Aquatrols Corp of America
1432 Union Ave
Pennsauken NJ 08110
609-665-1130

Balcom Special Products
PO Box 1287
Greeley CO 80632
303-356-4400

Bartlett Mfg Co
3003 E Grand Blvd
Detroit MI 48202
313-873-7300

BASF Wyandotte Corp
100 Cherry Hill Rd
Parsippany NJ 07054
201-263-0200

Bonide Chemical Co
2 Wurz Ave
Yorkville NY 13495
315-736-8231

Samuel Cabot Inc
One Union St
Boston MA 02108
617-723-7740

Cal-Fiber Co
611-625 S Anderson St
Los Angeles CA 90023
213-268-0191

Carmel Chemical Corp
17303 US 31 N
PO Box 406
Westfield IN 46074
317-896-2933; 800-428-4367

Cellin Mfg Inc
9610 Gunston Cove Rd
Lorton VA 22079
704-690-1195

★ Chevron Chemical Co
575 Market St
San Francisco CA 94120-7144
415-894-2378

★ Ciba-Geigy Corp
PO Box 18300
Greensboro NC 27419
919-292-7100

★ C-I-L Inc
171 Queens Ave
PO Box 5201
London ON N6A 4L6
Canada
519-672-9220

Clean-Flo Laboratories Inc
4342 Shady Oak Rd
Hopkins MN 55343
800-328-6656; 612-935-2137

W A Cleary Chemical Corp
1049 Somerset St
Somerset NJ 08823
201-247-8000

Chemical Companies

continued

★Conwed Corp
444 Cedar St
St Paul MN 55101
612-221-1100

Coopers Creek Chemical Corp
River Road
West Conshohocken PA 19428
215-828-0375

Corona Clipper Co
14200 E Sixth St
PO Box 1388
Corona CA 91720
714-737-6515

Creative Sales Inc
222 N Park Ave
Box 501
Fremont NE 68025
402-727-4800

Cumberland International Corp
1523 N Post Oak Rd
Houston TX 77055
713-682-1221

Ross Daniels Inc
1720 Fuller Rd
PO Box 65430

West Des Moines IA 50265-0430
515-225-6471

★Davey Tree Experts Co
117 S Water St
Kent OH 44240
216-673-2027

Deer Away
3501 Xenwood Ave
Minneapolis MN 55416
612-379-3895

Doggett Corp
Cherry St
Lebanon NJ 08833
201-236-6335, 6336

C B Dolge
11 Ferry Lane
Westport CT 06880
203-227-9591

★Dow Chemical USA
PO Box 1706
Midland MI 48640
517-636-1105

Drexel Chemical Co
2487 Pennsylvania St
Memphis TN 38109
901-774-4370

★E I du Pont de Nemours & Co
1007 Market St
Wilmington DE 19898
302-774-7547

★Elanco Prods Co
1740 S Alabama St
Indianapolis IN 46285
317-261-3638

Encap Prods Co
PO Box 278
Mt Prospect IL 60056
312-593-6464

★Estech Inc
Estech Inc Par Ex Professional Products
One Southern IL Bank Bldg
Fairview Heights IL 62208
618-398-8190

Faesy & Besthoff Inc
143 River Road
]Edgewater NJ 07020
201-945-6200

★Finn Corp
2525 Duck Creek Rd
Cincinnati OH 45208
513-871-2529; 800-542-7166

★Four Star Agricultural Services Inc
2275N St Rd 1
PO Box 463
Bluffton IN 46714
219-824-5384

★Fuerst Brothers Inc
PO Box 271
Rhinebeck NY 12572
914-876-3575

Grass Fiber Inc
520 E Second St
Junction City OR 97448
503-998-6812

Grass Growers Inc
424 Cottage Pl
Plainfield NJ 07060
201-755-0923

Great Lakes Biochemical Co
6120 W Douglas Ave
Milwaukee WI 53218
414-464-1200

Great Salt Lake Mineral & Chemicals Corp
PO Box 1190
Ogden UT 84402
801-731-3100

Jonathan Green & Sons Inc
Squankum-Yellowbrook Rd
PO Box 326
Farmingdale NJ 07727
201-938-7007

Gulf States Paper Corp
PO Box 3199
Tuscaloosa AL 35404
205-553-6200

Hawkeye Chemical Co
Box 899
Clinton IA 52732
319-243-5800

Hendrix & Dail Inc
803 Industrial Blvd
PO Box 648
Greenville NC 27835-0648
919-758-4263

Hoechst Fibers Ind
PO Box 5887
Spartanburg SC 29304
800-845-7597

Hopkins Agricultural Chemical Co
PO Box 7532
Madison WI 53707
608-222-0624

★ICI
PO Box 751
Wilmington DE 19897

International Spike
PO Box 1750
Lexington KY 40593
800-354-9360

Kalo Agricultural Chemicals
4550 W 109 St Ste 222
Overland Park KS 66211-1383
913-649-5525

★Lebanon Chemical Corp
1600 E Cumberland St
Lebanon PA 17042
717-273-1685
West Ross Ln
Box 647
Danville IL 61832

Leffingwell Chemical Co
111 S Berry
Brea CA 92621
714-871-1991

★Lesco Inc
20005 Lake Rd
Rocky River OH 44116
216-333-9250

★Maag Inc
PO Box 6430
Kings Hwy
Vera Beach FL 32961-6430
305-567-7506

★Mallinckrodt Inc
PO Box 5439
St Louis MO 63147
314-982-5044

★J J Mauget Co
PO Box 3422
Burbank CA 91504
213-849-2309

MCI AgSystems
Melamine Chemicals Inc
811 Railroad Ave
Donaldsonville LA 70346
504-473-3121

Michigan Peat Co
PO Box 66388
Houston TX 77266
800-231-6211; In TX 713-522-0711

★Milliken Chemicals
Campton Rd
PO Box 817
Inman SC 29349
803-472-9041

★Milwaukee Metropolitan Sewerage District
735 N Water St
Milwaukee WI 53202
414-225-2222

★3M/Agricultural Products
3M Center Bldg 223-1N-05
St Paul MN 55144
612-736-0569

WHEN LAWN CARE IS YOUR BUSINESS, DEPEND ON THE BEST IN THE BUSINESS.

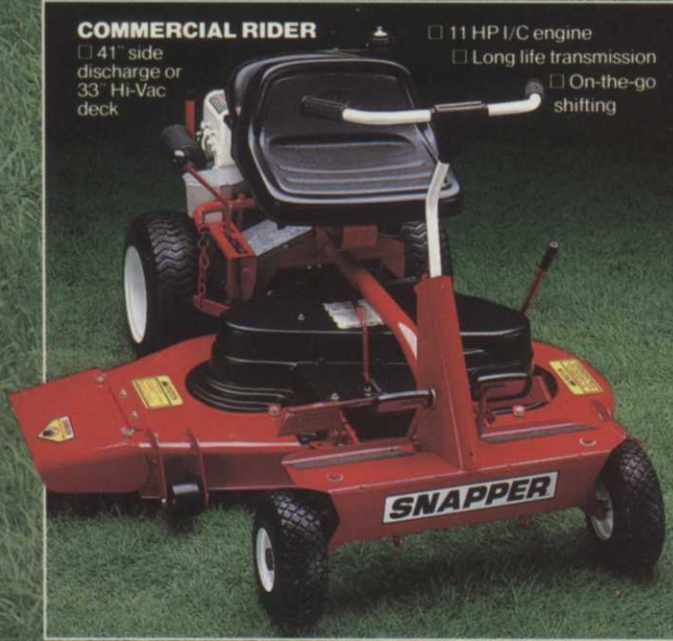
Tough, durable, and reliable, the best in the business. That's SNAPPER's heavy duty lawn and garden equipment for you. More than a quarter of a century of innovative American craftsmanship goes into every machine we build. So you know you can depend on them year in and year out to make you look good on each and every job. That's why over the years SNAPPER's reputation for excellence has continued to grow and gain the respect of more and more professionals in the lawn care business. They know SNAPPER's versatility and durability has withstood the test of time. They know SNAPPER's built tough to work long and hard. So if lawn care is your business, why not go with the best in the business. SNAPPER's commercial lawn and garden equipment. Write SNAPPER Power Equipment, McDonough, GA 30253, Dept. WTT84 for further information.

It's a snap with **SNAPPER**

EXTRA TOUGH WALK
- ☐ Push or self-propelled
- ☐ 4 HP Extra Tough 4 Cy. engine
- ☐ Ball bearing steel wheels
- ☐ 2½ bu. grass catcher
- ☐ 21" Hi-Vacuum steel deck

COMMERCIAL WALK
- ☐ Push or self-propelled
- ☐ 5 HP 4 Cy. I/C engine
- ☐ Ball bearing steel wheels
- ☐ 3¼" bu. grass catcher
- ☐ 21" Hi-Vacuum steel deck

COMMERCIAL RIDER
- ☐ 41" side discharge or 33" Hi-Vac deck
- ☐ 11 HP I/C engine
- ☐ Long life transmission
- ☐ On-the-go shifting



LAWN TRACTOR
- ☐ 11 HP engine or 16 HP twin Cy. engine
- ☐ 33" Hi-Vac, 41" and 48" discharge optional rotary mowers
- ☐ Dual Range transmission. 12 forward speeds, 2 rev.

SNAPPER POWER EQUIPMENT McDonough, Georgia 30253

Circle No. 276 on Reader Inquiry Card

Chemical Companies

continued

Minntralia Mfg Inc
Box 135 West Edge Village
Garfield MN 56332
612-834-2214

★Mobay Chemical Corp
PO Box 4913
Kansas City MO 64120
816-242-2000

★Monsanto Co
800 N Lindbergh Blvd
St Louis MO 63167
314-694-1000

Montco Products Corp
Box 404
Ambler PA 19002
215-628-3144

Moyer Chemical Co
528 Valley Way
Milpitas CA 95035
408-945-8606

MSD/AGVET Div Merck & Co
PO Box 2000
Rahway NJ 07065
201-574-6463

Nalco Chemical Co
2901 Butterfield Rd
Oak Brook IL 60521
312-887-7500

National Bark Sales
1365 N Orchard St
Boise ID 83707
208-375-0656

National Bird Control
PO Box 1
Skokie IL 60076
312-675-2368

National Chemsearch
2727 Chemsearch Blvd
Irving TX 75062
214-438-0389

★ Nor-Am Chemical Co
3509 Silverside Rd
PO Box 7495
Wilmington DE 19803
302-575-2000

Nursery Specialty Products
PO Box 4280
Greenwich CT 06830

Occidental Chemical Co
PO Box 198
Lathrop CA 95330
209-858-2511

Oil-Dri Corp of America
522 N Michigan Ave
Chicago IL 60611
800-621-7191; In IL 312-321-1515

Olin Corp
Box 991
Little Rock AR 72203
501-378-3727

★ PBI-Gordon Corp
1217 W 12 St
Kansas City KS 64101
816-421-4070

★ Pennwalt Corp
Three Pkwy Ste 619
Philadelphia PA 19102
215-587-7219

Plant Food Chemical Co
RD #1 Box 173
Cranbury NJ 08512
609-448-0935

Plant Marvel Laboratories Inc
371 E 16 St
Chicago Hts IL 60411
312-757-7500

★ Prentiss Drug & Chemical Co
21 Vernon St CB 2000
Floral Park NY 11001
516-326-1919

Professional Turf Specialties
400 Northtown Rd
Normal IL 61761
309-454-2467

Reclamare Co
20727 Seventh Ave S
Seattle WA 98148
206-824-2385

★ Regal Chemical Co
PO Box 641
Alpharetta GA 30201
404-475-4837

★ Rhone-Poulenc Inc
Black Horse Lane
PO Box 125
Monmouth Junction NJ 08852
201-297-0100

RIGO Co
PO Box 89
Buckner KY 40010
502-222-1456

Rockland Chemical Co
686 Passaic Ave
West Caldwell NJ 07006
201-575-1322

Rohm & Haas Co
Independence Mall West
Philadelphia PA 19105
215-592-3000

★ O M Scott & Sons Co Proturf Div
Marysville OH 43040
513-644-0011

★ SDS Biotech
7528 Auburn Rd
Painesville OH 44077
216-357-3000

Shell Chemical Co
One Shell Plaza
900 Louisiana St
Houston TX 77002
713-241-6161

Sierra Chemical Co
1001 Yosemite Dr
Milpitas CA 95035
408-263-8080

★ Source Technology Biologicals Inc
2850 Metro Dr Ste 800
Bloomington MN 55420
612-854-9426

Sta-Green Plant Food Co
PO Box 540
Sylacauga AL 35150
205-245-5282

Stanford Seed Co
RR #1 Box 320
Denver PA 17517
215-267-3805

★ Stauffer Chemical Co
Westport CT 06881
203-222-3254

Stull Chemical Co
1006 Paulsun
San Antonio TX 78219
512-227-5255

Sudbury Laboratory Inc
6 October Hill Rd
New Englander Ind Park
Holliston MA 01746
800-343-9911

Superior Fiber Products Co
409 Washington Ave Ste 1008
Towson MD 21204
301-583-7937

Sweepster
2810 SW Baker Rd
Dexter MI 48130
313-426-3961

Thermoguard
412 113th
Arlington TX 76011
817-640-8783

★ TUCO/The Upjohn Co
Kalamazoo MI 49001
616-385-6613

★ UAP/United Agri Products
PO Box 37800
Omaha NE 68137
800-228-0096: 800-642-TURF (NE)

★ Union Carbide Ag Prod Co
TW Alexander Ave
PO Box 12014
Research Triangle Park NC 27709

United States Gypsum Co
101 S Wacker Drive
Chicago IL 60606
312-321-3863

USS Agri-Chemicals
233 Peachtree St
Atlanta GA 30303
404-572-4000

Vaughan's Seed Co
Chimney Rock Rd
Bound Brook NJ 08805
201-356-4200

★Velsicol Chemical Corp
341 E Ohio St
Chicago IL 60611
314-670-4665

Warren's Turf Nursery Inc
Seed Special Products Div
Cordelia & Chadbourne Rds
PO Box 459
Suisun City CA 94585
707-422-5100

Wellborn Paint Mfg Co
PO Box 25645
Albuquerque NM 87125
505-344-3558

Weyerhaeuser
Tacoma WA 98477
206-924-5986

★Wilt-Pruf Products Inc
PO Box 4280
Greenwich CT 06830
203-531-4740

5. Seed Companies

★Adelphi
182-12 93rd Ave
Jamaica NY 11423
212-739-4400

★J & L Adikes Inc
182-12 93rd Ave
Jamaica NY 11423
516-437-4477
Kentucky Bluegrasses: Adelphi

Agriculture Service Corp
5240 Gaffin Rd SE
Salem OR 97301
503-581-8899
Perennial Ryegrasses: Pennant & Premier

★E F Burlingham & Sons
1936 19th Ave
PO Box 217
Forest Grove OR 97116
503-357-2141
Seed Types: Falcon Tall Fescue, Bonnieblue KY Bluegrass, Majestic KY Bluegrass, Birka KY Bluegrass, Sydsport KY Bluegrass, Belle Perennial Ryegrass, Banner Chewings Fescue

Ernst Crownvetch Farms
RD 5 Box 806
Meadville PA 16335
814-425-7276
814-425-7897
Seed Types: Penngift Crownvetch Seed

★Full Circle Inc
PO Box 49
Madras OR 97741
503-475-3877
Seed Types: Merit KY Bluegrass

★Garfield Williamson Co
1072 West Side Ave
Jersey City NJ 07306
201-435-3500
Kentucky Bluegrasses

Grasslyn Inc
641 Pine Grove Rd
State College PA 16801
814-238-0133
Seed Types: Penngift Crownvetch

Great Western Seed Co
810 Jackson SE

We Made It Simple!

- **QUALITY** — Built with Swiss clocklike precision.
- **LIGHTWEIGHT** — With the comfort of the user in mind.
- **ACCESSIBLE** — A durable self-lubricating and external pump assembly.
- **SIMPLICITY** — Insures cleanliness and longer wear. No tools necessary to dissemble and repair.
- **PRICING** — Here's one instance where you pay less for the best.

BIRCHMEIER has the Back Pack Sprayer for you —

AVAILABLE IN
5 GAL. (20 K)
3½ GAL. (15 K)
2½ GAL. (10 K)

Technical data	FLOX 2½ gal.	IRIS 3½ gal.	SENIOR 5 gal.
Weight #	11	11.4	12.1
Tank Capacity	2.6 gals.	3.9 gals.	5.2 gals.
Max. Working Pressure	84 PSI	84 PSI	84 PSI

FOR MORE INFORMATION

TREBOR CORPORATION

4047-A JONESBORO ROAD • FOREST PARK, GA. 30050 • 404-366-0957

Circle No. 169 on Reader Inquiry Card

Protects valuable shrubs from winter kill, drought, windburn, air pollution, transplant shock.

Excessive moisture loss causes severe drying out, wilting, shock and transplant failure. **Wilt-Pruf's** protective coating holds in moisture reducing water loss in times of stress when transplanting or during periods of drought.
Year 'round Plant Protector— the safe way to reduce moisture loss.

Available in Ready-to-Use Trigger Sprayer, 14 oz. Aerosol and Concentrate sizes.

Don't let this happen!

Untreated Treated

Recommended by **Jerry Baker**
Best selling Author, Radio and TV Personality.

FALL IS FOR PLANTING
WE SUPPORT!

Wilt-Pruf Products, Inc.
P.O. BOX 4280 • GREENWICH, CONNECTICUT 06830-0280

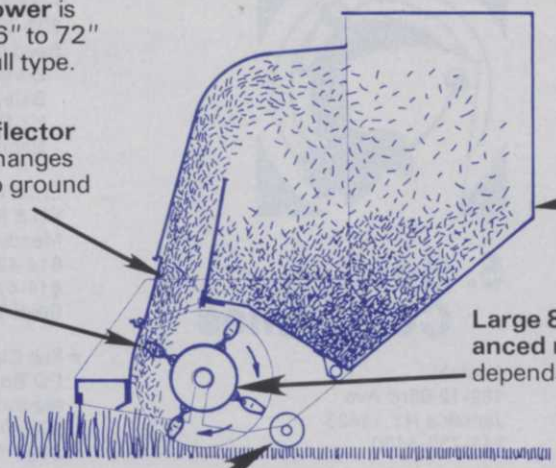
Circle No. 177 on Reader Inquiry Card

Why a Lawn Genie does more work.

The Lawn Genie Pick-up Mower is available in ten models from 36" to 72" engine or PTO driven, lift or pull type.

Quick flip deflector panel easily changes from pickup to ground discharge.

Reversible cutting knives quickly interchange with thatching blades for real versatility.



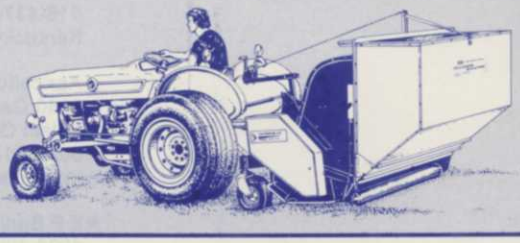
Spring, summer, fall. The Lawn Genie from M-C keeps working.

Quick dump hopper empties from the tractor seat.

Large 8⅝" diameter balanced rotor for smooth, dependable operation.

Ask your local M-C Dealer for a demonstration or call or write M-C for more information.

Adjustable, full-width gauge roller assures even cutting.



M-C MATHEWS COMPANY

Mathews Equipment Co.
Crystal Lake, IL 60014
815/459-2210

Circle No. 140 on Reader Inquiry Card

Seed Companies

continued

PO Box 387
Albany OR 97321
503-928-3100
Kentucky Bluegrasses: Baron, Nassau, Mystic, Georgetown, Ram I; Perennial Ryegrasses: Palmer, Prelude, Cowboy, Yorktown II; Fescues: Clemfine, Rebel (Tall), Jamestown (Chewings)

Jonathan Green & Sons Inc
Squawkum-Yellowbrook Rd
PO Box 326
Farmingdale NJ 07727
201-938-7007

Geo W Hill & Co
8010 Dixie Hwy
PO Box 787
Florence KY 41042
606-371-8423

★International Seeds Inc
820 First St
Halsey OR 97348
503-369-2251
Kentucky Bluegrasses: Merit, Vantage, Enmundi, Scenic; Perennial Ryegrasses: Derby, Regal, Elka, Gator; Fescues: Highlight (Chewing), Checker (Chewing), Adonis (Chewing), Ensylva (Creeping), Houndog (Tall), Brookston (Tall); Bentgrasses: Emerald, Penncross, Penneagle; Turfseed Mixes or Blends: Dixie Green Mix, Dixie Green/Sabre Mix, Ph D Blend, Showboat Mix; Other: Sabre, Companion Mix

★Jacklin Seed Co
W 5300 Jacklin Ave
Post Falls ID 83854
208-773-7581
Kentucky Bluegrasses: Nugget, Glade, Adelphi, Eclipse, Nassau, Ram I, Fylking, Cheri; Perennial Ryegrasses: All Star, Manhattan, Pennfine, Citation; Fescues: Arid (Tall), Houndog (Tall), Falcon (Tall), Logro Slender (Creeping), Countess (Chewing); Bentgrasses: Penncross (Creeping), Penneagle (Creeping); Other: Reubens Canada Bluegrass (Reclamation), Pinto Wildflower/Grass Seed (Reclamation), Nez Perce Idaho Fescue (Reclamation), Durar Hard Fescue (Reclamation)

Jenks White Seed Co Div Jacklin Seed
PO Box 45
Tangent OR 97389

Kellogg Inc/Seeds & Supplies
322 E Florida St
Milwaukee WI 53204
414-276-0373

★Lesco Inc
20005 Lake Rd
Rocky River OH 44116
216-333-9250
Turfseed Mixes or Blends: Lesco Tuf-Turf, Tall Fescue & KY Blue; Lesco Park & Athletic, KY Blue, Red Fescue, Perennial Rye; Lesco CBS, Perennial Rye Mix; Lesco Classic, KY Blue, Perennial Rye, Chewing Fescue; Lesco Quality Blue, KY Blue Mix; Lesco Transition, Tall Fescue Mix

★Loft Seed Co
Chimney Rock Rd
PO Box 146
Bound Brook NJ 08805
201-356-8700
Seed Types: Clemfine Tall Fescue, Rebel Tall Fescue, Prelude & Palmer Perennial Ryegrasses, Diplomat & Yorktown II Perennial Ryegrasses, Baron & Ram I KY Bluegrasses

Mangelsdorf Seed Co
PO Box 327
St Louis MO 63166
314-535-6700
Kentucky Bluegrasses: Arboretum

Manhattan Ryegrass Growers Assoc
1349 Capitol St NE
Salem OR 97303
503-363-1022

Midwestern States Fescue Assn
PO Box 699
Rolla MO 65401
314-364-1336

Normarc Inc
PO Box 238
Tangent OR 97389
502-926-5801
Seed Types: Premier Perennial Ryegrass

★Northrup King Co
1500 NE Jackson St
Minneapolis MN 55413
612-781-8011
Kentucky Bluegrasses: Cert Parade,

Seed Companies

continued

Rugby, Aquila, Park, Aspen, Adelphi; Perennial Ryegrasses: NK200, Delray, Pennfine, Goalie, Eton; Fescues: Ruby (Creeping), Dawson Red, Atlanta (Chewing), Scaldis Hard, Galway (Tall); Bentgrasses: Penncross, Penneagle; Turfseed Mixes or Blends: Medalist Brand, Custom Available; Other: Fults Puccinellia Distans Salt Tolerant Turfgrass

★Oregon Fine Fescue Commission
2140 Turner Rd SE
Salem OR 97302
503-585-1157

Oregon Ryegrass
4093 12th St
Salem OR 97302

Oseco BC Ltd Oregon Ryegrass Commission
PO Box 3366
Salem OR 97302

Oseco Inc
PO Box 219
Brampton ON L6V 2L2
Canada
416-846-5080
Kentucky Bluegrasses: Baron, Birka, Haga, Sydsport, Majestic, Reubens Canada; Perennial Ryegrasses: Omega, Yorktown II, Norlea; Fescues: Banner (Chewing), Biljart Hard, Dawson Slender Red (Creeping), Fortress Spreading Red, Highlight (Chewing), Reptans Red (Creeping); Bentgrasses: Emerald (Creeping); Turfseed Mixes or Blends: Sod Farm, Park & Athletic Field Mixtures, Land Reclamation Blends-PHD-1, PHD-2, PHD-3, REV 84; Other: S-50 Turf Type Timothy

Patten Seed & Turfgrass Co
119 E Murrell Ave
Lakeland GA 31635
912-482-3131
Other: Centipedegrass

★Penncross Bentgrass Assn
1349 Capitol St NE
Salem OR 97303
503-363-1022

★Pennfine Perennial Ryegrass
1500 NE Jackson St
PO Box 923
Minneapolis MN 55413
612-781-8011
Perennial Ryegrasses: Cert Pennfine

Otto Pick & Sons Seeds Ltd
Box 126
Richmond Hill ON L4C 4X9
Canada
416-884-1147

Seed Types: Agram, America, Blazer, Banff, Fiesta, Nugget, Touchdown, America Tournament, Exeter, Cheri, Flyking, Dormie, Mustang

Otto Pick & Sons Seeds Ltd
4750 Lesage CP 151
St Hyacinthe PQ J2S 7B4
Canada
514-799-4586
Seed Types: Banff KY Bluegrass, Cheri KY Bluegrass, Dormie KY Bluegrass, Fylking KY Bluegrass, Nugget KY Bluegrass, Ram I KY Bluegrass, Touchdown KY Bluegrass, Barone KY Bluegrass, Adelphi KY Bluegrass, Merion KY Bluegrass, Park KY Bluegrass, Canon Canada Bluegrass, Common Canada Bluegrass, Reubens Canada Bluegrass, Agram Chewing Fescue, Jamestown Chewing Fescue, Pennlawn Creeping Red Fescue, Tournament Hard Fescue, Blazer Ryegrass, Fiesta Ryegrass, Derby Ryegrass, Manhattan Ryegrass, Pennfine Ryegrass, Exeter Colonial Bent Grass, Penncross Creeping Bent Grass, Emerald Creeping Bent Grass, Astoria Coloniale Bent Grass, Seaside Creeping

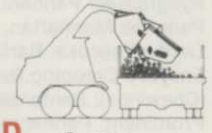
NEW ... HARLEY
Double Roller Landscape
POWER RAKE

PULVERIZES, LEVELS & RAKES ROCK, roots and other trash. Double Roller gives deeper penetration and allows moving of several windrows into one for faster pickup. **New scarifier.** Also ask us about Harley Rock Pickers.

glenmac inc.
(701) 252-9300
Toll Free 1-800-437-9779

Circle No. 120 on Reader Inquiry Card

ROCKHOUND
TEACHES
THE ABC'S OF GROUND PREPARATION



A SERIES ROCKHOUND Dumping

Skid Steer Mount (Hydraulic)

3 Point Mount

B SERIES ROCKHOUND
Open bottom—PTO Drive. Rocks are raked to a convenient windrow for later pickup.

COST EFFECTIVE ROCKHOUNDS Rake and collect rocks and surface debris, leaving the soil in a fluffy, level, seed-bed quality condition.

It does not cost to own a ***Rockhound . . . IT PAYS!***

1-800-426-5615
KEM ENTERPRISES, INC. 2309-A So. Tacoma Way, Tacoma, WA 98409

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PORTABLE REELS FOR WATERING, SPRAYING, FERTILIZING, CLIPPING, EDGING, TRIMMING

Hannay Reels on Wheels take hose or power cable straight to the job and back.

FREE

Send today for free literature.

HANNAY REELS

CLIFFORD B. HANNAY & SON, INC., 600 EAST MAIN STREET
WESTERLO, NEW YORK 12193 • TELEPHONE (518) 797-3791

Circle No. 123 on Reader Inquiry Card

Seed Companies

continued

Bent Grass, Highland Coloniale Bent Grass

Otto Pick & Sons Seeds Ltd
RR 2 Box 4
Winnipeg MB R3C 2E6
Canada
204-633-0088

★Pickseed West Inc
33149 Hwy 99E
PO Box 888
Tangent OR 97348
503-926-8886
Kentucky Bluegrasses: America, A-34 (Bensun), Banff, Nugget, Touchdown; Perennial Ryegrasses: Blazer, Dasher, Fiesta; Fescues: Mustang (Tall), Maverick (Tall), Agram (Chewing), Spartan & Tournament Hard, Azay Sheep; Bentgrasses: Exeter Colonial, Kingstown Velvet; Turfseed Mixes or Blends: Futura Overseeding blend (Blazer, Dasher & Fiesta Perennial Ryegrass); Other: Canon Canada Bluegrass

★Pioneer Hi-Bred International
PO Box 346
Savage MN 55378
Kentucky Bluegrass: Monopoly

Rothwell Seeds Ltd
PO Box 511
Lindsay ON K9V 4S5
Canada
705-324-9591
Kentucky Bluegrasses: Adelphi, Glade, Eclipse, Rami, Harmony, Mystic, Parade, Regent, Vanessa Welcome; Perennial Ryegrasses: Pennant, Premier All Star, Pennfine Manhattan, Manhattan II, Derby; Fescues: Barfalla Chewings, Ensyeva Creeping Red, Koker (Chewings); Bentgrasses: Bardot, Prominent, Pennecrosse, Penneagle, Astoria, New Zealand Browntop; Turfseed Mixes or Blends: Country Green, Canadian Grade, All Purpose, Shaded, Elite; Other: Hard Fescues, Tall Fescues, Sheeps' Fescue

★Rugby Kentucky Bluegrass
1500 NE Jackson St
PO Box 923
Minneapolis MN 55413
612-781-8011
Kentucky Bluegrasses: Cert Rugby

★O M Scott & Sons Co Proturf Div
Marysville OH 43040
513-644-0011
Kentucky Bluegrasses: Victa, Windsor; Other: Proturf

Seed Production & Introduction Corp (S P I C)
PO Box 923
Minneapolis MN 55440
612-781-8011
Seed Types: Pennfine Perennial Ryegrass, Rugby KY Bluegrass

Southern Turf Nurseries
5172A Indian Trail Ind Pkwy
Norcross GA 30091
404-448-9932

Stanford Seed Co
560 Fulton St
PO Box 366
Buffalo NY 14240
716-825-3300
Seed Types: Koket Chewings Fescue, Old English, Crown Vetch, Pennfine Perennial Ryegrass, Rugby KY Bluegrass

Stanford Seed Co
RD #1 Box 320
Denver PA 17517
215-267-3805
Kentucky Bluegrasses: Old English; Perennial Ryegrasses: Old English; Fescues: Old English; Bentgrasses: Old English; Turfseed Mixes or Blends: Old English

Sunbelt Seeds Inc
5172A Indian Trail Ind Pkwy
Norcross GA 30071
404-448-9932
Kentucky Bluegrasses: Baron, Adelphi, Glade; Perennial Ryegrasses: Marvelgreen, Palmer, Prelude, Yorktown II

★Tee-2-Green Corp
PO Box 250
Hubbard OR 97032
503-981-9574
800-547-0255
Bentgrasses: Penncross (Creeping), Penneagle (Creeping)

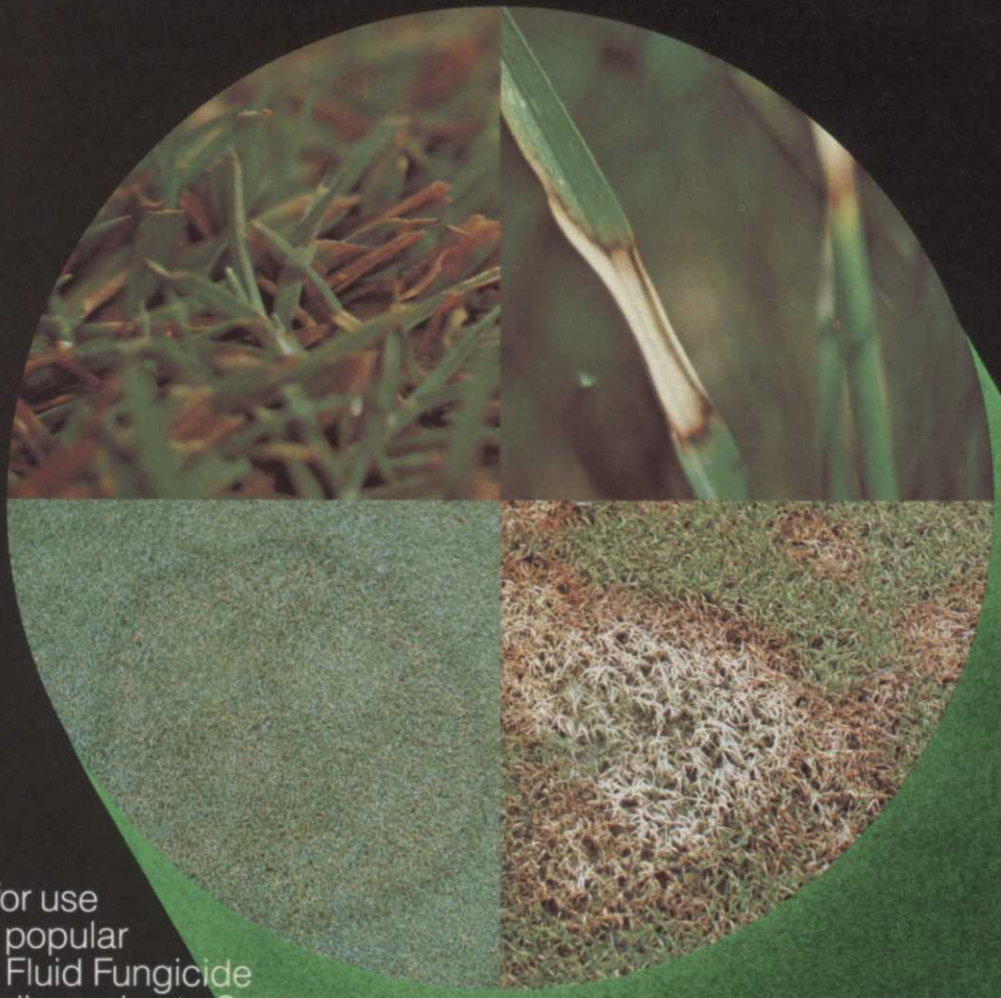
Turf Plantation
202 E Washington
Jonesboro AR 72401
501-972-5549
Seed Types: Tifway 419, Tifway 328

★Turf-Seed Inc
3017 W 'G' St
Hubbard OR 97032
503-981-9571
Kentucky Bluegrasses: Columbia, Sydsport, Midnight, Bensun (A-er), Challenger; Perennial Ryegrasses: Citation, Omega, Birdie, Oregreen Intermediate; Fescues: Fortress Red, Shadow Chewings, Waldina Hard, Aurora Hard, Olympic Tall, Falcon Tall; Bentgrasses: Penncross Creeping, Penneagle Creeping; Turfseed Mixes or Blends: Polo Brand Mixture: Omega Perennial Ryegrass, Shadow Chewings Fescue, Manhattan Perennial Ryegrass, Columbia KY Bluegrass, Shasta KY Bluegrass, Waldina Hard Fescue

Vaughan's Seed Co
5300 Katrine Ave
Downers Grove IL 60515
312-969-6300
Seed Types: Adelphi KY Bluegrass, Citation Perennial Ryegrass

NOW! Scotts® disease control quality in your spray tank.

Scotts® has developed a flowable fungicide that produces results equal to those from a complex program of six leading fungicides. The unique combination of active ingredients in Fluid Fungicide controls and prevents red leaf spot, dollar spot (including benzimidazole tolerant strains), brown patch and pink snow mold.



Developed for use on the most popular turfgrasses, Fluid Fungicide adds a new dimension to Scotts traditional dry, granular approach to turf maintenance. To find out about all its advantages, call your local ProTurf® Tech Rep.

Scotts ProTurf

Cost Effective Flowable Fungicide

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Circle No. 253 on Reader Inquiry Card

FOR A CHAIN SAW THAT CAN DRILL WOOD

STIHL'S THE ONE.

Stihl's new BT-310 is a drill attachment that easily fits the powerheads of all Stihl saws from the 009 to the 038S model series, as well as the 08SQ model. Anywhere you use your gas powered Stihl, you can also have a drill without worrying about extension cords or power outlets. Wood, ice and earth augers are available. STIHL®

The World's Largest Selling Chain Saw.

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Seed Companies

continued

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Bound Brook NJ 08805
201-356-4200
Seed Types: Adelphi KY Bluegrass, Glade KY Bluegrass, Cheri KY Bluegrass, Merit KY Bluegrass, Touchdown KY Bluegrass, Pennant Perennial Ryegrass, Citation Perennial Ryegrass, Regal Perennial Ryegrass

★ Warren's Turf Nursery Inc Seed-Special Products Div
Cordelia & Chadbourne Rds
PO Box 459
Suisun City CA 94585
707-422-5100
Kentucky Bluegrasses: A-34 BenSun; Fescues: Adventure (Tall)

Whitney Dickinson Seeds Inc
52 Leslie St
Buffalo NY 14211
716-896-1111
Seed Types: Pennfine Perennial Ryegrass, Manhattan Perennial Ryegrass, Manhattan II Perennial Ryegrass, Rugby KY Bluegrass

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In a normal work day, a two-man crew can cover:

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- **1 apartment or condo lawn (42,000 sq. ft.) on 12 tankloads, or**
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The Lancer 350, mounted on a single-axle trailer, handles seed, sprig, fertilizer and/or mulch operations. It comes with four nozzles and a 50' extension hose. Optional is a high-pressure pump for herbicide and fungicide application.

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P.O. Box 931 Bowie, Texas 76230 817/872-2286

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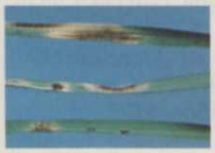
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SCLEROTINIA DOLLAR SPOT

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The selling proposition: a beautiful, disease-free lawn.

Everything you do for a customer is designed to create a beautiful lawn. Turf diseases look bad...and that can make *you* look bad. A programmed approach includes an effective, long-lasting fungicide like CHIPCO 26019 keeps your customers satisfied.

CHIPCO 26019 is the only fungicide you need.

It can be used safely on all lawn grasses nationwide to control the major turf diseases like leaf spot, dollar spot, fusarium and brown patch. Highly effective and long-lasting, CHIPCO 26019 fungicide fits into your treatment schedule and reduces callbacks.

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We've put together a booklet that details lots of effective techniques and tools for selling disease control to your customers...and delivering it with effective, long-lasting CHIPCO 26019 fungicide.

Turf Fungicide

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Circle No. 151 on Reader Inquiry Card

The Learning Season

by **Ron Hall**, assistant editor

By the time most people get around to making their annual resolutions, the successful nurseryman or turf manager is already hip-boot deep in planning and buying for the coming year.

The Green Industry isn't so much tied to the calendar as it is to the seasons. That's why each autumn large numbers of the Green Industry get together in conferences and trade shows.

New research, new ideas, new products, new acquaintances—looking for new ways of getting the job done and getting it done more efficiently, economically, and safely. The autumn, with the experiences and the ideas that worked and those that didn't, the satisfactions and frustrations of the busy summer still fresh in our memories, has naturally grown into the start of the new season. It's a good time to share what we've learned.

The following is a summary of some of the major events coming in the Green Industry:

NATIONAL

American Society of Landscape Architects (ASLA) 84th Annual Meeting, Nov. 17-20, Civic Plaza, Phoenix, AZ. Contact Gail Reuter, 1733 Conneticut Ave. N.W., Washington D.C. 20009, (202) 466-7730.

Interior Plantscape Association (IPA) Expo, Oct. 28-31, Opryland Hotel, Nashville, TN. Contact IPA, 2000 L. Street N.W., Suite 200, Washington D.C. 20036, (702) 296-9200.

National Institute on Park and Grounds Management Conference, Oct. 29-Nov. 1, Regency Inn, Denver. Contact Tom Luba, Box 1936, Appleton, WI 54913, (414) 733-2301.The Sports Turf Managers Association (STMA) will be convening with the National Institute Conference. STMA Program Chairman Mike Schiller plans to have pro-sports stadium grounds managers discuss their techniques.

Professional Grounds Management Society (PGMS) 72nd Conference and Trade Show, Oct. 7-10, Worcester-Marriott Hotel, Worcester, MA. Contact PGMS Headquarters, 7 Church Ln. Suite 13, Pikesville, MD 21208, (301) 653-2742.

Professional Lawn Care Association of America Conference (PLCAA), Nov. 12-15, Curtis Hixson Convention Center, Tampa, FL. Contact PLCAA office, 1225 Johnson Ferry Rd., NE, Suite B-220, Marietta, GA, 30067, (404) 977-5222.

REGIONAL

North Central Turfgrass Exposition, Dec. 11-13, O'Hara

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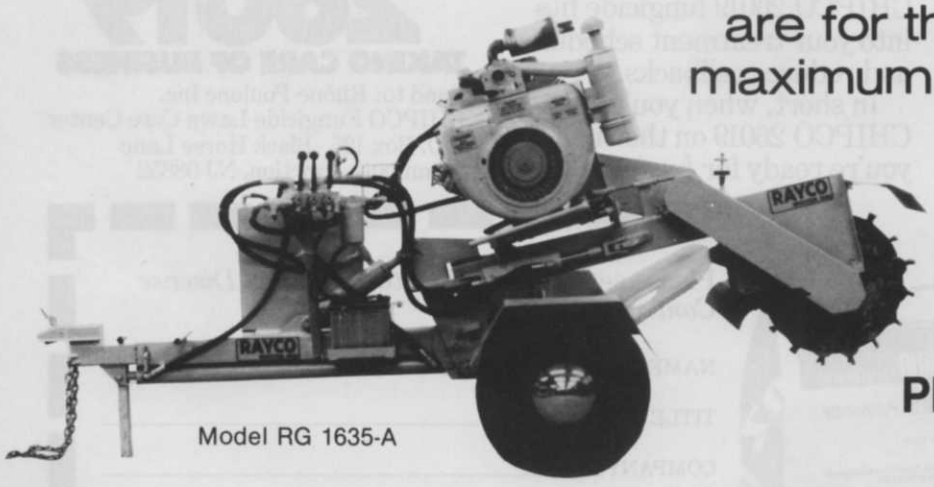

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Exposition Center, Rosemont, IL. Contact Office of Continuing Education and Public Service, University of Illinois, 725 S. Wright St., Champaign, IL 61820, (217) 333-2883.

Pacific Horticultural Trade Show, Sept. 6-8, Los Angeles Convention Center, Los Angeles. Contact Elaine Thompson, California Association of Nurserymen, 1419-21st St., Sacramento, CA 95814, (916) 448-2881.

Southern Turfgrass Association Conference, Nov. 4-6,meeting at Hyatt-Regency, convention at Convention Center, Birmingham, AL. Contact Dr. Richard Duble, 3606 Meadow Oaks, Bryan, TX 77802, (409) 845-3211.

Southwest Turfgrass Association Conference, Oct. 18-19, Holy Cross Retreat, Las Cruces, NM. Contact Dr. Charles Glover, Box 3Q, Crop and Soil Science Dept., New Mexico State University, Las Cruces, NM 88003, (505) 646-3138.

STATE

California Turfgrass/Landscape Educational Exposition, Oct. 3-4, Orange County Fairgrounds, Costa Mesa, CA. Contact Ed McNeill, SCTC 1000 Concha St., Altadena, CA 91001, (818) 798-1715.

California Landscape Contractors Association (CLCA) Convention, Nov. 8-11, Ixtapa, Mexico. Contact Bob A. Gouley, 2226 K Street, Sacramento, CA 95816, (916) 448-2522.

Florida Turf-Grass Association Annual Conference and Show, Sept. 30-Oct. 3, Hyatt Regency Hotel and Curtis Hixon Convention Center, Tampa. Contact Bill Nass, Florida Turf-Grass Association, 302 S. Graham Ave., Orlando, FL 32803, (305) 898-6721.

Kentucky Turfgrass Council Conference, Oct. 9-11, Executive Inn, Owensboro, KY. Contact The Kentucky Turfgrass Council, Carter Building, Eastern Kentucky University, Richmond, KY 40475.

Missouri Valley Turfgrass Conference, Nov. 5-7, Marriott's Pavilion Hotel, St. Louis, MO. Contact Dennis Barron, president of the MVTA, Cherry Hills Country Club, 16700 Manchester Road, Glencoe, MO 63038, (314) 458-2343.

New Jersey Turfgrass Expo, Dec. 3-6, Resorts International Hotel, Atlantic City. Contact Dr. Harry W. Indyk, Soils and Crops Dept., Cook College, P.O. Box 231, New Brunswick, NJ 08903, (201) 932-9453.

New York State Turfgrass Conference, Nov. 7-9, War Memorial, Syracuse, NY. Contact Anne Reilly, 210 Cartwright Blvd., Massapequa, NY 11762, (516) 541-6902.

Ohio Turfgrass Conference, Dec. 3-6, Ohio Center, Hyatt-Regency, Columbus, OH. Contact Dr. John Street, Kottman Hall, Ohio State University, 2021 Coffey Road, Columbus, OH 43210, (614) 422-2601.

Oklahoma Turfgrass Conference, Nov. 7-9, Lincoln Plaza Inn and Convention Center, Oklahoma City. Contact Gary Hallett, Page Belcher Golf Course, 6666 S. Union, Tulsa, OK 74123, (918) 445-1283 or Dr. Robert L. Green, Oklahoma State University, 360 Agricultural Hall, Stillwater, OK 74078, (405) 624-5419. **WT&T**

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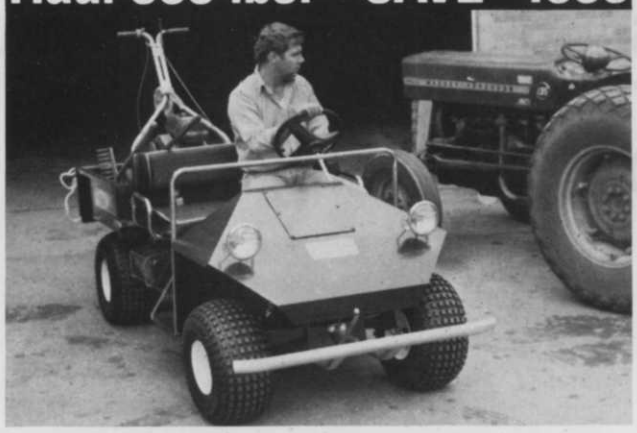

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Circle No. 165 on Reader Inquiry Card

PRODUCTS

Vermeer unveils mobile tree-moving machine

A compact, highly mobile tree-moving machine, designed to transplant 5-inch diameter trees is being introduced by Vermeer Manufacturing Co. The TS-50S Tree Spade, a truck-mounted unit, features four hydraulically powered curved steel spades with a digging capacity of 50 inches in diameter down to 40 inches deep.

Four Char-Lynn hydraulic motors, plus a three-stage chain reduction drive assembly, deliver power to the spades. With the framework and spade towers on the outside, the Vermeer tree spade can be operated close to other trees or nearby obstacles. It has a maximum height of just 72 inches.

The unit features positive, hydraulic lock/unlock creating a solid digging frame; pump feed water tanks to lubricate spades during the digging operation; double-gate pivoting for longer life; high clearance outriggers for greater stability; and hydraulically-activated, hold-down pressure plates to maintain a firm tree ball during transport.

The TS-50S is capable of being mounted on a 25,000-lb GVW-rated truck with a minimum cab-to-axle of just 84 inches.

Circle No. 190 on Reader Inquiry Card

Brouwer Triplex mower has free-floating units

The Brouwer Triplex 376 mower is loaded with features including free-floating cutting units, anti-scalp front rollers, a differential lock, and a choice of five or seven-bladed reels.

Powered by a 8 1/2 hp Wisonsin-Robin engine, the Triplex has a 76-in.

Change spray tips clean strainers in seconds... *without tools!*

New QuickJet system

New QuickJet System minimizes your service time and helps assure accurate delivery. The self-aligning quick "on/off" cap can be used with all interchangeable spray tips. The caps are available in 8 colors for color-coding different tip sizes.

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Atrinal systemic growth regulator inhibits apical bud growth, promoting lateral branching for lusher, fuller plants that keep their shape. Atrinal can also be used to suppress flowering and fruit set of ornamental olives and certain other species. And application is safe and easy.

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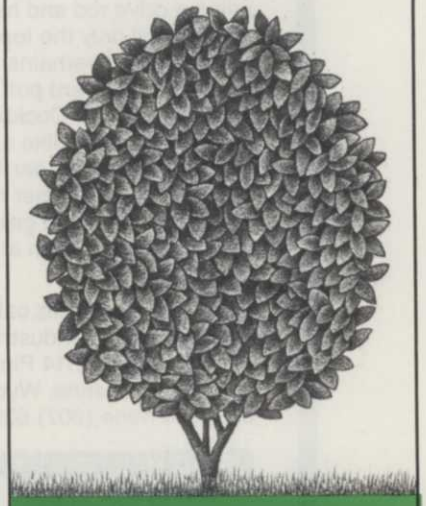
Atrinal can also be used for nursery and greenhouse crops.



Circle No. 137 on Reader Inquiry Card

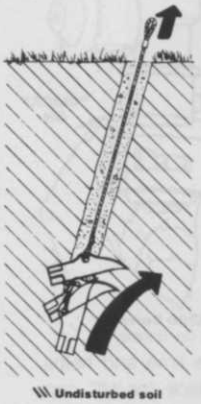
Slash labor costs with the Duckbill® Tree Anchoring System

One man can anchor a tree with 3 Duckbills in minutes

Robert L. Swain, vice president of the Dawson Corporation, landscape contractors in Windsor, New Jersey, said, "We used your Duckbill Earth Anchors to replace the deadman detail specified by the landscape architect to hold a large number of trees in place after planting. Installing the Duckbills cut the labor time by such a drastic margin that we saved a week's time with a four man crew!"

Duckbills are safer than most anchors because there are no rigid rods or hard steel loops left above ground to injure people or pets or damage mobile equipment. Only a small pliable cable loop remains above ground with Duckbills.

Duckbill is driven into the ground using a drive rod and heavy hammer till only the top half of the cable loop remains above ground. An upward pull on the cable rotates the Duckbill into a load lock position like a toggle bolt in undisturbed earth. When anchoring is no longer needed, simply cut cables at ground level, leaving no sign anchors were used.



For complete details call or write today. Foresight Industries Inc., P.O. Box 4067, 2114 Pioneer Avenue, Cheyenne, Wyoming 82003. Phone (307) 635-4163.

FORESIGHT™ INDUSTRIES INC.

Circle No. 117 on Reader Inquiry Card

cutting width, and the height of the cut can be adjusted from 1/2 to three inches. The cutting units can be raised or lowered from the tractor seat.

The Triplex is designed for the professional user, its manufacturer says, and it is ideal for parks, schools, golf courses, landscape maintenance, estates, and wherever grass requires routine attention.

Circle No. 191 on Reader Inquiry Card

Stauffer's Imidan 1E aimed at insect problems

Imidan 1E is being introduced by the Stauffer Chemical Co. for controlling major insect problems in shade trees, flowering trees, shrubs, and evergreens.

Imidan 1E has a quick knockdown and good residual activity, is biodegradable, and disappears from foliage after its work is done, its manufacturer says.

This product was developed after several years of tests with the assistance of a number of arborists in the Northeast.

Circle No. 192 on Reader Inquiry Card

New Cushman sprayer covers lots of ground

Cushman introduces a 150-gallon sprayer with a 21-foot rear sprayer boom that enables the operator to cover up to 10 acres at a speed of 4 mph.

The breakaway sprayer boom includes a 5-foot center section and two 8-foot extensions that fold up for transport. The dripless spray nozzles can be adjusted for 10-inch, 15-inch, or

20-inch spacing. A handgun option allows the operator to spray hard-to-get areas.

The new sprayer features a low profile tank designed to mount quickly on the Cushman Turf Truckster. The noncorrosive polyethylene tank has a molded sight gauge and a 10-inch fill well with strainer basket. Dual jet tank agitation assures that chemicals remain in suspension for uniform application.

A high volume centrifugal pump rated at 14 gallons per minute at 100 psi is another feature of the sprayer. A shut-off valve in the 1 1/4-in. suction line allows the pump to be removed without draining the tank.

The unit is equipped with a brass valve with stainless steel ball for pressure adjustment, and an in-line strainer. The operator can adjust boom height easily with the special handle nuts, and the 8-way control section is accessible from the seat.

Circle No. 193 on Reader Inquiry Card

Acme Spred-Rite C is crank powered

The Acme Spred-Rite C granule spreader by PBI/Gordon Corp. is a crank-powered, strap-on unit which facilitates accurate application of granular products such as Gordon's Dyclomec and Acme Norosac herbicides.

The band can be laid down with a

precision edge, and swath width may be adjusted from 2 to 12 ft. Applications for this unit include landscape settings, industrial sites, rights-of-way, and aquatic weed control.

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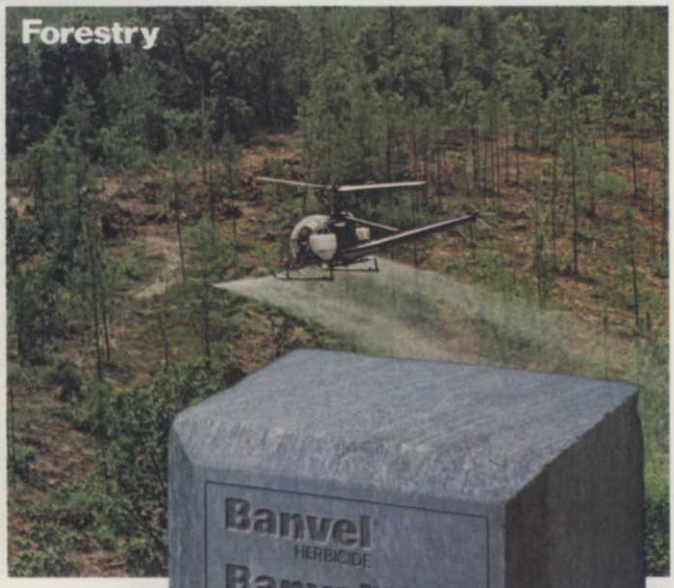

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RATES: $1.00 per word (minimum charge, $25). Bold face words or words in all capital letters charged at $1.25 per word. Boxed or display ads: $85-1x (one inch minimum); $80-3x; $75-6x; $70-12x. Agency commissions will be given only when camera-ready art is provided by agency. For ads using blind box number, add $5 to total cost of ad. Send ad copy with payment to Dawn Anderson, WEEDS TREES & TURF, 1 East First Street, Duluth, MN 55802.

BOX NUMBER REPLIES: Mail box number replies to: WEEDS TREES & TURF, Classified Ad Department, 120 W. 2nd St., Duluth, MN 55802. Please include box number in address.

BUSINESS OPPORTUNITIES

WANT TO BUY OR SELL a golf course? Exclusively golf course transactions and appraisals. Ask for our catalog. McKay Golf and Country Club Properties, 15553 N. East Street, Lansing, Michigan 48906. Phone (517) 484-7726. TF

Landscape Business — design, installation, maintenance and pest control services plus fully stocked Nursery. Available in San Francisco Bay Area. Property (one acre plus four—bedroom home) also available. Call Broker (415) 945-0700. 9/84

SOIL TESTING FOR THE LAWN CARE INDUSTRY

Why Aren't YOU Soil Testing? This complete service provides you with a thorough 14 point Professional Lab Analysis with recommendations. The professional approach that justifies the sale of all recommended services. Your SPRING BOARD to PROFITS for increased YEAR ROUND cash flow.

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FOR SALE

LAWN SEED. Wholesale. Full line of top quality grasses. Improved bluegrass varieties, fine fescues and fine bladed ryegrasses. We specialize in custom mixing. Oliger Seed Company, 2705 Wingate Avenue, Akron, OH 44314. Call collect (216) 753-2259. TF

TREE FERTILIZATION GUN, tested on over a million square feet of trees and shrubs all over the U.S. Good to 500 psi, repairable, non-corrosive. Buy direct from manufacturer, $92.50. ArborNomics, Inc., 5634-A Buford Highway, Atlanta, Georgia 30071. (404) 447-6037. TF

SALE--SALE--SALE--Hannay **12 volt base mount reel motors,** $100.00 (new). Regular $160.00. FMC **(John Bean)** parts and pumps at discounted prices. **Hypro pumps** parts and accessories at **25%** discount. Call: Strong Ent., Inc., Collect: (305) 264-5525. TF

MEYER ZOYSIA — Pure Meyer Z-52 zoysia sod, big savings on water, bug killers, mowing and fungicide, great service. BEAUTY LAWN ZOYSIA (Cincinnati) (513) 424-2052. 11/84

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For Sale: One 10-1/2 ft. Methyl Bromide Fumigator, complete with controls and tanks. And one tarp or plastic puller. Both $4500. Call (904) 732-3014. TF

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Asphalt machine. Self contained, self propelled. Lays 4 ft. passes. Does hot or cold mix. Can also be used as a seal coating unit. Excellent for golf paths, sidewalks, tennis courts. Jim Barron, 1009 W. 10th, Caruthersville, Missouri 63830. 9/84

FALL TREE & SHRUB PRODUCTS

15-8-5 Tree/Shrub Root Food—Superior blend that is highly organic, humate based, low in chlorides. For injection or surface applications. Will not clog spray lines. Promotional 4-color flyers available. Full instruction for mixing, selling & pricing. 5 gal. pail $25.60.

Winter Overcoat—Anti desiccant material for winter protection of trees and shrubs. Protect your customers' evergreens while extending your season with high profits. Gives 6 month protection. Promotional 4-color flyers available. Full instruction for selling/pricing to make $60 - 100.00 per hour. Five gallons $125.

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SPRAY EQUIPMENT FOR FALL

Economical Pickup/Van Sprayers—Available in 150, 200, 300 & 400 gallon sizes. Complete units include 300' hose, reel and accessories.

Portable Back Pack GP-20 Sprayer—Use for turf, tree & shrub spraying. 300 psi/5 gallon capacity adjusts from fine mist to 25 ft. high stream.

Injection Deep Root Feeder—Durable galvanized construction. Finger tip control valve for efficient flow control. Hardened steel chisel point for hard or rocky ground. $129.95 Visa/Mastercard.

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USED-RECONDITIONED-NEW

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Vermeer 2460-A stump grinder. Duetz diesel. Fully reconditioned, ready to go to work. $9,995. Edwards Tree Service, 49090 Cooper Foster Park Road, Amherst, OH 44001. 9/84

HYDRO-MULCHERS AND STRAW BLOWERS New and used. **JAMES LINCOLN CORPORATION,** 3220 S. Jupiter Rd., Garland, TX 75041. (214)840-2440 (TX), (800)527-2304(except TX) TF

18" Finneyfrock Big Brute Sod Cutter. Good Condition. Green Valley Turf Farms Inc. Canfield, OH 216-533-3354. 10/84

F. 20 Jacobsen 9 Gang mower 1973, reconditioned. A-1; $11,500. 2-Hand Green's mowers. $450.00 ea. The Oak Harbor Golf Club. 419-898-1493. 9/84

USED SPYDER— Good Condition. $8,500. Green Valley Turf Farms, Box 163, Canfield, OH Tel. 216-533-3354. 10/84

BUCKET TRUCKS, straight stick, corner mount and knuckle boom cranes. Sprayers, chippers, dumps, stakes, log loaders, crew cab chip box dumps, railroad trucks. 50 in stock. Sold as is or reconditioned. Opdyke's, Hatfield (Philadelphia area). 215-721-4444. TF

HI-RANGERS AERIAL BASKETS 65', 57', and 53'. Skyworkers aerial baskets 65', 50', 40'. Vermeer stump cutter 1560,6. Vermeer tree spade 66, TS 44. Asplundh bucket and brush chippers, Bean sprayer, 9 ton trailer. Parkway Tree Service, 12026 W. Cherry, Wauwatosa, Wisc. 53226. (414) 257-1555. TF

NEW and USED EQUIPMENT — Asplundh, Hi Ranger and Lift-all forestry bucket trucks, Chipmore wood chippers. Mirk, Inc., (216) 669-3567, (216) 669-3562, 7629 Chippewa Road, Orrville, Ohio 44667. TF

For Sale — 1978 Princeton Sod Harvester, Model #4020, with John Deere diesel. Ready for work! Looks good — Runs Good! $17,500. Grass Farm, Morgan Hill, CA. (408) 226-9775. TF

TWO TRACTORS AND COMBINES. Stainless steel, like new. Disperses liquids, solid chemicals, seeds, aerates and rolls. Includes tractors, trailers, plus many spare parts. Also portable aerator. Write: P.O. Box 44, Winchester, MA 01880, or call: 617-245-1476. 9/84

1983 Ford 1900 Tractor Dual Turf Tires , Power Steering, with Ransome 5-Gang Hydraulic Mower. Like New Condition. Pleasant Hill Country Club. 415-932-2615. 9/84

6' Lely Turf shaper with seed box- $2,500; 5' Howard Roto-Vator- $2,500; 800 gal. Finn Hydro Seeder rebuilt pump- $6,000; 2630 John Deere- $8,500; 5' Gannon roll over blade- $500. Call: 712-732-6343. 9/84

WANTED

Wanted to buy **HYDRO SEEDER**. Please send photo. Johnson Hydro Seeding Corp., 13751 Travilah Road, Rockville, MD 20850, 301/340-0805. TF

WANTED: Large Lindig and Royer Shredders. Lewis Equipment, 320 Third Street S.W., Winter Haven, FL 33880. (813) 294-5893. 2/85

POSITION WANTED

LANDSCAPE CONSTRUCTION AND GROUND MAINTENANCE MANAGER-SALES—Seeks challenging management position or sales for same or related industry. Seven years experience in commercial, city, state and government contracts. Contracts from procurement to completion. Resume upon request. Write WTT Box 346. 9/84

HELP WANTED

Needed: Landscape maintenance foremen,chemical applicator, and irrigation repair technician. Experience a must, degree helpful. Contact Bill James, The Ground Crew, Inc.; 3008 Pleasant Valley, Arlington, Texas 76015 817-467-5888. 9/84

GROUNDS MAINTENANCE SUPERVISORS Responsible skilled work in assigning & supervising employees engaged in the maintenance of parks and medians within a district of the City of New Orleans; $1212.00 monthly; excellent benefits; minimum requirements: 60 semester hours from accredited university with at least 24 hours in horticultural or turf maintenance related coursework. Send resume to: New Orleans Parkway & Park Commission, 2829 Gentilly Boulevard, New Orleans, Louisiana, 70122. 9/84

NATIONAL SALES MANAGER — Rapidly-growing Indiana company seeking national sales manager with 10+ years experience in turf care market. Must possess exceptional sales, management skills. Excellent salary and benefits for qualified individual. Write WTT Box 347. 11/84

Landscape and Grounds Manager for a new community on Hilton Head. Must have knowledge and experience with turf, shrubs and foliage and capable of supervising men and handling of machinery. Send resumes to P.O. Drawer 6929, Hilton Head Island, SC 29938. 9/84

LANDSCAPE ESTIMATOR/DESIGNER — Prepare estimate from blueprints; design sprinkler and planting plans; order plant and other job materials; prepare project reports. Call or Write: Valley Landscaping & Maintenance, Inc., c/o Don Oliver, P.O. Box 8211, Stockton, CA 95208. (209) 466-0605. 9/84

MISCELLANEOUS

DIESEL HI-RANGER TOWERS—48-100 Feet working heights. Daily, weekly, monthly rentals with or without operator. MATLOCK LEASING, Pottstown, PA (215) 326-7711 or (800) 345-7711. 12/84

KELWAY® SOIL ACIDITY TESTER, used by **PROFESSIONALS** nationwide. Direct reading, portable, serviceable. Model HB-2 reads moisture, too. Available from distributors. Brochure from **KEL INSTRUMENTS CO., INC.,** P.O. Box 1869, Clifton, N.J. 07015, (201) 471-3954. 10/84

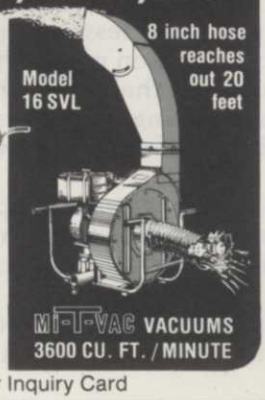
ELECTRONIC DIGITAL FLOW METER
Monitor your liquid applications, tank fillings and water flow. Accurate and compatible with most chemicals, fertilizers and herbicides. Only 4" long, installs easily on hose or sprayer. Pressure - 300 psi/30 gpm. $175.00 (includes postage). **Green Pro Cooperative Services, 380 S. Franklin St., Hempstead, NY 11550. (800) 645-6464, in NY (516) 538-6444,** Visa/Mastercard.

PORTABLE FIELD IDENTIFICATION MACROSCOPE
Make precise "On sight" diagnoses of fungus, insects and diseases. Compact unit only 6" long converts to scope for estimating distances and tree heights. Options include light stand and camera adaptor. $99.00 (includes postage). **Green Pro Cooperative Services, 380 S. Franklin St., Hempstead, NY 11550. (800) 645-6464, in NY (516) 538-6444.** 10 Day Money Back Guarantee. Visa/Mastercard.

Use Our Classified Blind Box Service for Confidential Results!

Put a WHIRLWIND FORCE to work to SWEEP UP LEAVES, LITTER, etc!

TAKE-ALONG 'BIG JOB' LOADER
HAUL THIS 16 horsepower Mi-T-VAC on any truck (or trailer we make) and clean up wet or dry problems. Fills dump truck with leaves in 25 minutes!



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HEAVY DUTY BLOWER-SWEEPER helps a small crew gather more leaves, trash, clippings in less time. For details on today's 5 to 45 horsepower models, call Area 216 **947-2344.**

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Use Olympics as field booster

The 1984 Olympics may be the critical benchmark needed to get athletic field standards up. Like Eisenhower helped golf, the '84 Olympics may be the trick to get school and park boards to support investment in sports fields.

The Olympics clearly showed the emotion and dedication sports brings out in all people. It also showed this nation believes in sports and is willing to support them, with words AND with money.

The next step is to get the decision-makers to realize the importance not just of sports, but of the fields sports are played upon. Poor fields are not only unsafe, they disrupt the emotion and dedication which are the very basis for sports. Poor fields not only render many sports valueless, they create a negative feeling toward sports.

Sports fields managers know more is spent on goal posts, bleachers, and fencing than the field. Isn't the player as important as the spectator? If the player's dedication and emotion is ruined by bad turf, what will spectators have to see anyway?

It's time to raise these issues while the strong positive impact of Olympics sports is still recognized. And it's time to give the athletic field manager the money, training, and equipment to make sports the character builder it can be.

A revitalized sod market

Two years ago many sod producers felt they were going nowhere. Years of senseless pricing, resistance to improved turf varieties, and an unstable construction market had them in a strangle hold.

To salvage their businesses and their pride they tried a number of options; including alternate crops, landscaping, and selling off their farms piece by piece.

Hope for a revitalized sod market seemed to dwindle. Some growers sold their land and quit sod.

Sod producers who held on, incorporated improved varieties into their sod, and raised their prices to make a profit at lower volume, are being rewarded this year. They are sold out and have orders for as much sod as their land can produce next year.

Who said you have to match the lowest price to sell sod? I believe that person is now out of business and those who ignored him are sitting pretty.

Bruce F. Shank

Bruce F. Shank, executive editor

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Of course, not every Kubota tractor pulls every one of these implements. But with the widest selection of tractors under 40 hp and matching implements, you're sure to find the combination you need.

Whatever that is, Kubota tractors and implements are made for each other. And our implements work even harder because of the special features built into our tractors. Like a fuel-efficient diesel engine. Four-wheel drive. Power steering. Three-point hitch with position and draft control. On some models, shuttle-shift.

Stop by your Kubota dealer. He can tell you all the reasons why Kubota tractors and implements pull ahead every time.

Tractor Models	HP	CYL	Choice of Transmission
B5100	12*	2	Standard
B5200	13*	3	Standard
B6200	15*	3	Standard or Hydrostatic
B7200	17*	3	
B8200	19*	3	
	PTO HP		
L235	19	3	Mechanical shuttle-shift
L245 HC	21*	3	Standard
L275	23	3	Mechanical shuttle-shift
L305	26	3	Standard
L345	29	4	Standard
L355 SS	29*	4	Hydraulic shuttle-shift
L3750	36*	5	8 x 8 or Hydraulic shuttle-shift
L4150	40*	5	

*Manufacturer estimate

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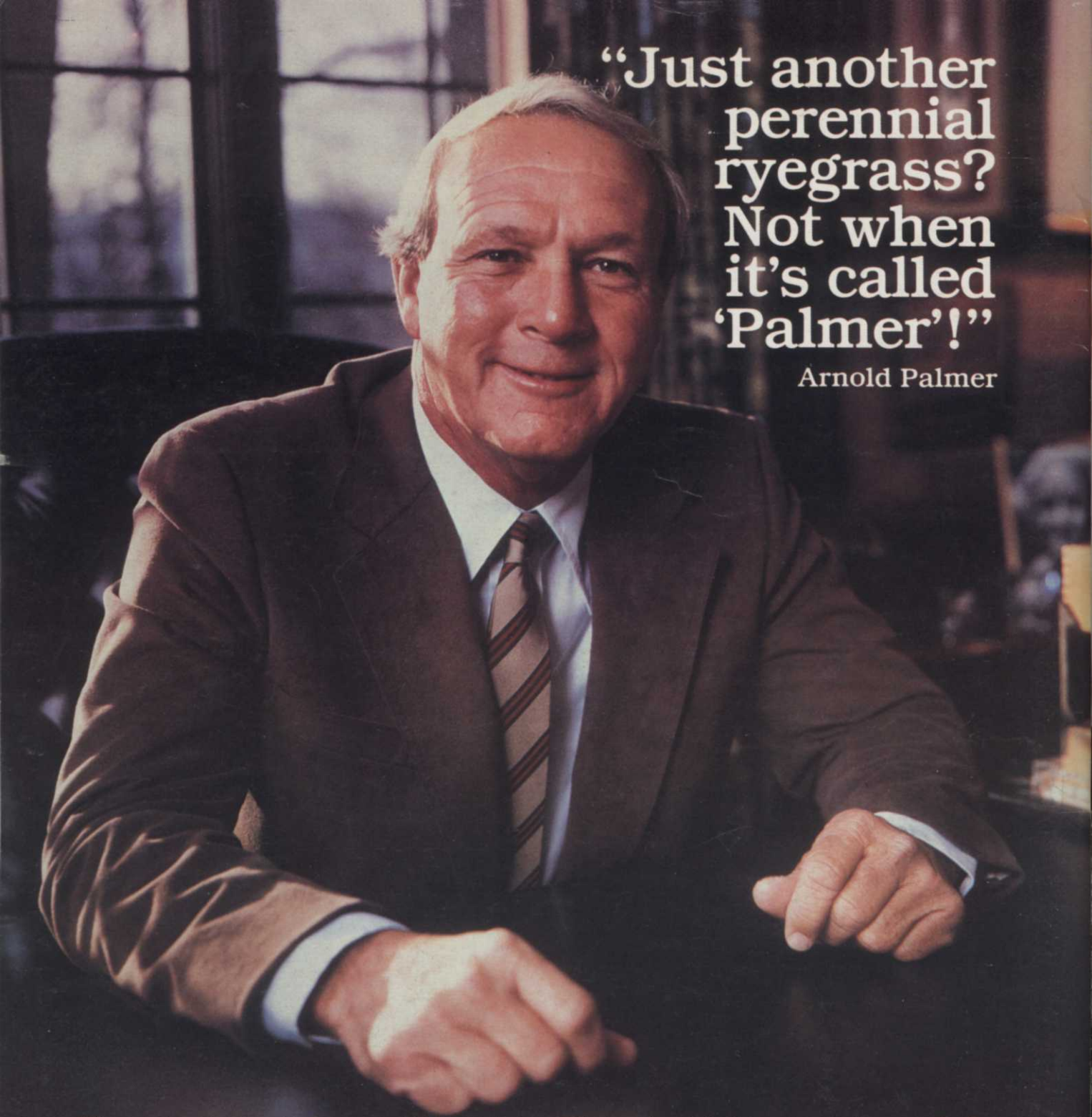

"Just another perennial ryegrass? Not when it's called 'Palmer'!"

Arnold Palmer

"If a ryegrass is going to be named Palmer, it would have to be very special. And believe me this one is.

"As you know, I'm a golf course owner and I'm involved in golf course design and construction with the Palmer Course Design Company. That makes me very critical of turfgrass. Let me tell you some of the qualities we're finding in this variety. First of all, whether used in the North or South, Palmer shows excellent heat and drought tolerance and exceptional resistance to brown patch and leaf spot. Secondly, it establishes very quickly. In no time flat you can have a cover of fine-leafed, attractive, dark green turf. When it comes to mowing, it cuts neat and clean. That makes it look good and play well. In fact, some of the best turf I've played on lately has been seeded with Palmer ryegrass.

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Whether you're seeding a golf course, athletic field, cemetery or home lawn, you can expect the same performance Palmer ryegrass is giving on golf courses like Harbour Town at Hilton Head, The Tournament Players Club and Bay Hill in Florida or Ironwood in California where it's a big part of the overseeding programs.

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